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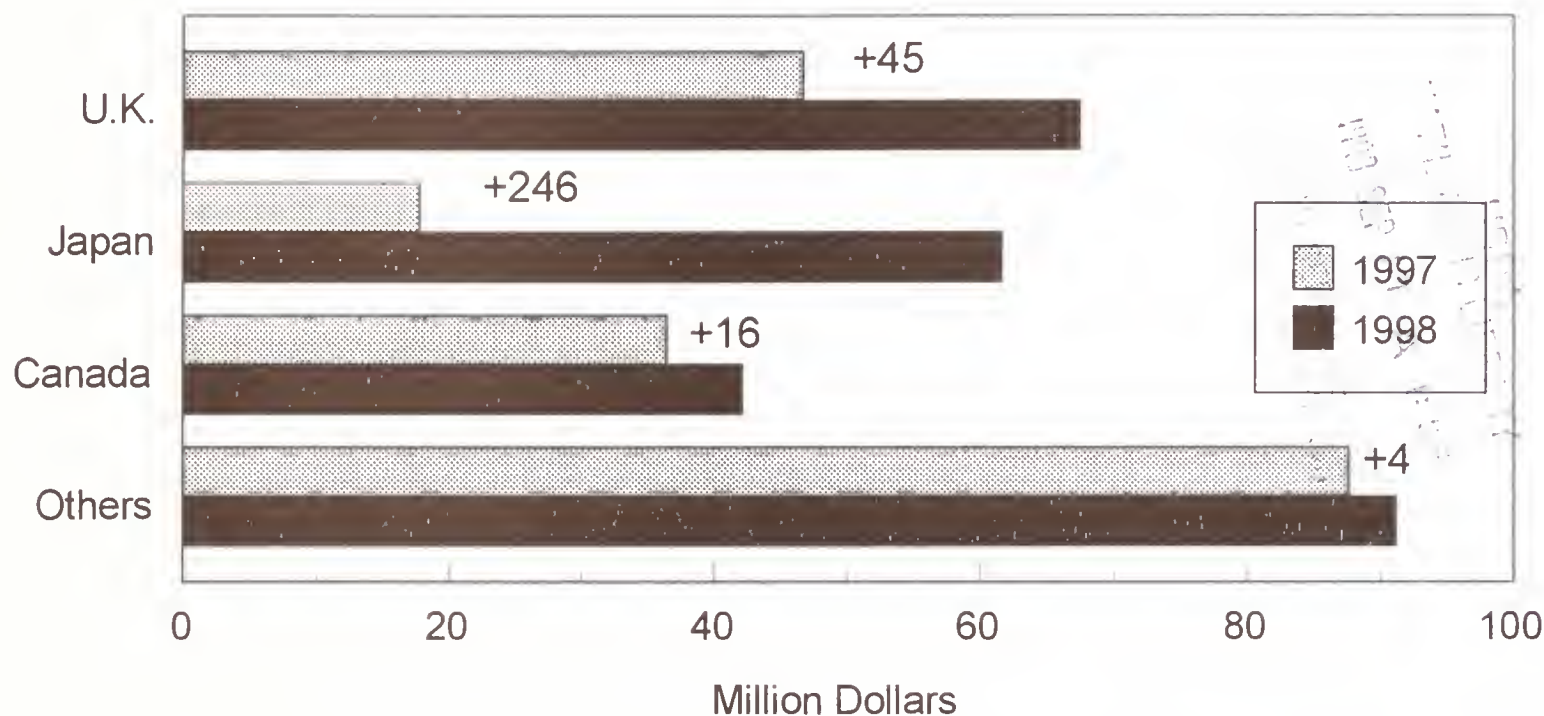
Foreign
Agricultural
Service

Circular Series
FHORT 09-98
September 1998

World Horticultural Trade and U.S. Export Opportunities

U.S. Wine Exports On Track For Another Record Breaking Year

January-June Comparisons



Source: U.S. Department of Commerce, Bureau of the Census

U.S. wine exports for Calendar Year 1998 to date (January through June) were valued at \$263 million, or 39 percent above last year's shipments during the same period. The United Kingdom, Japan and Canada were the top three export markets. All three markets reported broad growth. Overall, U.S. wine exports to all other countries (excluding the United Kingdom, Japan and Canada) were up 4 percent for the period January through June, from the preceding year. Japan reported the largest growth for markets over \$1 million for the period January to June 1998, up 246 percent from 1997. U.S. wine exports to Japan reached \$62 million, surpassing its total export level for Calendar Year 1997 of \$39 million. Market promotion efforts under the Market Access Program coupled with increased consumer demand driven by studies highlighting health benefits of drinking wine have helped to spur U.S. wine exports. Although U.S. wine exports to Japan have been able to weather the Asian financial crisis, wine exports to Thailand (down 86 percent), Korea (down 77 percent), the Philippines (down 41 percent), Hong Kong (down 40 percent), Singapore (down 33 percent), Taiwan (down 4 percent), and Malaysia (down 1 percent) decreased significantly for the period January through June 1998, from the same period of the previous year. Strong sales in Canada, the European Union and Japan have offset the dramatic decline in wine exports to most Asian markets. U.S. wine exports are running at record pace and are forecast to reach \$520 million in 1998, up 25 percent from 1997. U.S. wine exports (including cider, fermented beverages, and must) are forecast to have their 14th consecutive record breaking year with continued accelerated growth. Grape wine will continue to represent the majority of exports.

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<u>ANALYSIS</u>		
Frank Hokana	202-720-0875	Sugar, cocoa, and coffee production
Sam Rosa	202-720-6086	Fresh deciduous fruit, apple juice, olives, stone fruit, and CBI
Vacant	202-720-3743	Trade policy, food safety, and plant health group leader
Devon Camel	202-720-0897	Fresh and processed potatoes, tree nuts, and tropical fruits
Bob Knapp	202-720-4620	Canned deciduous fruit and kiwifruit
Emanuel McNeil	202-720-2083	Fresh and processed vegetables, melons, bananas, nursery products, and cut flowers
Debra A. Pumphrey	202-720-8899	Coffee, cocoa, spices, essential oils, ginseng, and trade forecasts
Stephanie Riddick	202-720-9792	Dried fruit, avocados, beer, hops, berries, fresh citrus, and circular coordinator
Joe Somers	202-720-2974	Situation and outlook group leader, trade forecast coordinator, FAO citrus liaison, and circular editor
Mark Petry	202-720-6877	Sugar, honey, and processed citrus
Yvette Wedderburn Bomersheim	202-720-9903	Wine and brandy, table grapes, GSM-102 export credits, NAFTA coordinator and supplier credits
Janise Zygmunt	202-720-1176	Organics
<u>MARKETING</u>		
Ted Goldammer	202-720-8498	Fresh citrus and products, hops, and potatoes
Pamela McKenzie	202-720-8495	Canned deciduous fruit, grape juice, cranberries, kiwifruit, and honey
Steve Shnitzler	202-720-8495	Avocados, ginseng, apricots, papaya, dates, figs, cut flowers
Vacant	202-720-0898	Wine, brandy, berries
Kelly Strzelecki	202-690-1341	Dried fruit, organics
Vacant	202-720-0911	Fresh deciduous fruit
Ingrid Mohn	202-720-5330	Tree nuts
Sonia Jimenez	690-6057	Vegetables

Table of Contents

PAGE

WORLD TRADE SITUATION AND POLICY UPDATES:

Improved Access to Germany's Market for U.S. Wine Achieved	9
South Africa Lifts Ban on U.S. Table Grapes	9
First Shipment of U.S. Pears Enters Yemen; Efforts to Gain Access for Apples Continue ..	9
Improved Tomato Quality Increases U.S. Export Potential to Japan	9
EU Considering Increased Domestic Support Subsidies for Wine	10
United States and EU Begin Negotiating Agenda for New Wine Accord	10
United States Establishes Dumping Margins on Imported Mushroom Products	10
HTP Organics Newsletter Now Available on the Internet	11
Greek Peach Canners Cost/Price Squeeze May Benefit U.S. Exporters	11
U.S. - Mexico Tomato Suspension Agreement is Modified	11
Strong Marketing Opportunity for U.S. Fresh Lettuce in Japan	12

EXPORT NEWS AND OPPORTUNITIES:

USDA Reinstates Credit Guarantee Programs for India and Pakistan and Increases	13
Credit Guarantees to Mexico	
USDA Amends Jamaica and Mexico Supplier Credit Guarantee Programs	13

FEATURE ARTICLES:

Southern Hemisphere Wine Situation and Outlook	17
Asparagus Production and Trade in Selected Countries	20
Japanese Imports of U.S. Horticultural Products Forecast to Decline by Ten Percent	27

STATISTICS:

U.S. Horticultural Product and Market Export Summaries	4
U.S. Horticultural June Export Summary	5
U.S. Horticultural June Import Summary	7
FY 1998 GSM-102 Credit Guarantee Coverage	15
FY 1998 Supplier Credit Coverage	16
Chile's Wine Production, Supply, and Distribution	19
United States Asparagus Production and Area	25
Fresh Asparagus: Production, Supply, and Distribution in Selected Countries	25
United States Exports of Fresh and Chilled Asparagus	26
United States Imports of Fresh and Chilled Asparagus	26
Japanese Horticultural Imports from the World	30
Japanese Imports from the United States	33
Japanese Imports from China	36
United States and Chinese Share of Selected Japanese Horticultural Imports	39
June U.S. Exports of Horticultural Products by Country of Destination	42
June U.S. Imports of Horticultural Products by Country of Origin	48

Export Summary

U.S. exports of horticultural products to all countries in June totaled \$905 million, up 3 percent from the same month a year earlier. Eight out of 15 categories registered increases. Categories with the most significant increases in June were tree nuts (up \$20.1 million or 37 percent), fruit/vegetable juices (up \$15.3 million or 24 percent), wine (up \$10 million or 27 percent) and frozen vegetables (up \$5.3 million or 14 percent). The categories with the most significant decreases were fresh non-citrus fruit (down \$17.9 million or 11 percent) and miscellaneous products (down \$8.4 million or 4 percent). For FY 1998 to date (October-June), the total value of U.S. horticultural exports was \$7.9 billion--1 percent below FY 1997 during the same time period.

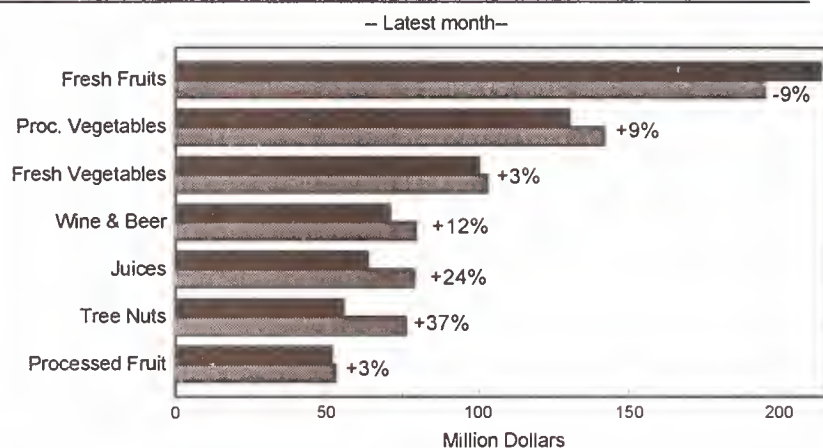
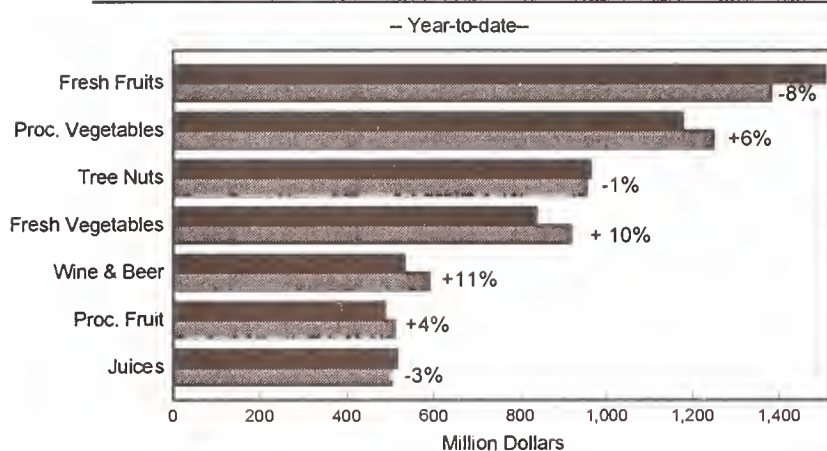
All measures not otherwise noted are metric. One kilogram (kg.) = 2.2046 pounds,
1 metric ton = 2,204.62 pounds, 1 liter = 0.2642 gallon,
1 hectoliter (hl.) = 26.42 gallons, and 1 hectare (ha.) = 2.471 acres.

U.S. Horticultural Product and Market Export Summaries

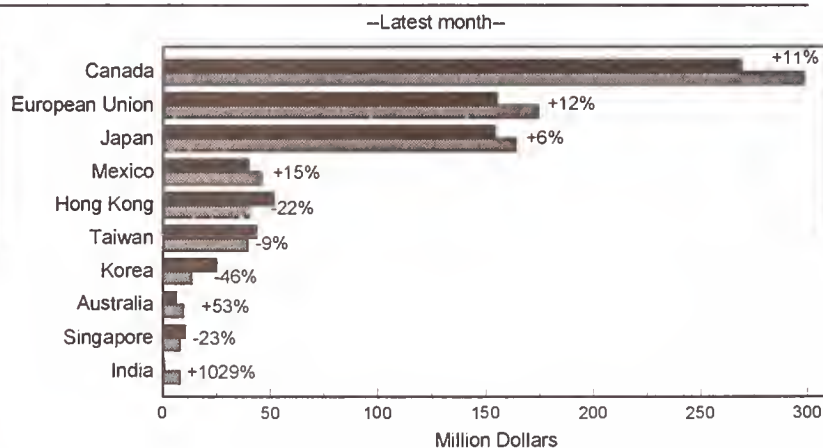
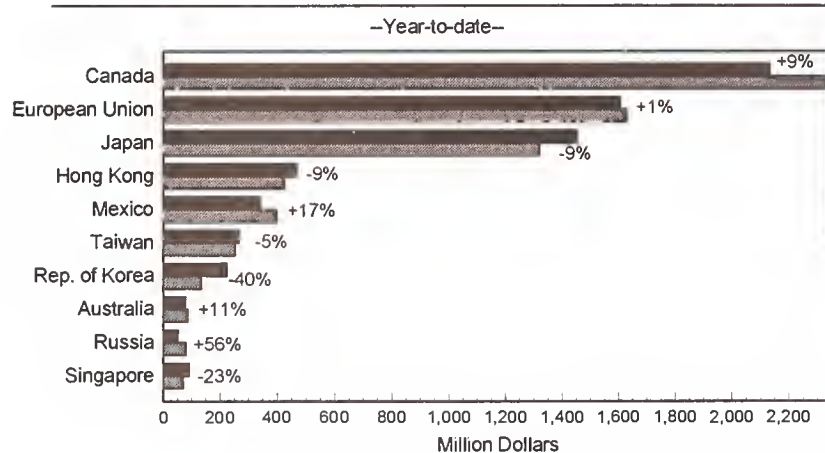
FY98 and Latest Month (June) Comparisons

■ FY97 ■ FY98

Selected Product Summary



Top Ten Market Summary



U.S. Exports of Selected Horticultural Products

Name		Quantity					Values (1000 Dollars)				
		Jun	Jun	Oct-Jun	Oct-Jun	Oct-Sep					
Group	& Product	FY 1997	FY 1998	FY 1997	FY 1998	FY 1997	FY 1997	FY 1998	FY 1997	FY 1998	FY 1997
Fresh Citrus MT											
	Grapefruit	16,730	12,482	455,683	368,374	484,403	8,173	7,303	225,906	178,789	240,408
	Lemons	11,869	8,708	100,721	95,524	120,279	11,612	6,457	91,053	70,555	120,656
	Oranges, Incl. Tm	55,562	65,478	521,441	557,750	590,428	30,577	37,506	282,905	315,496	323,203
	Other Citrus	2,606	409	27,392	28,990	28,696	1,992	242	22,894	22,468	23,786
	Subtotal:-----	86,768	87,077	1,105,235	1,050,639	1,223,805	52,354	51,508	622,757	587,309	708,053
Fresh Fruit, Non-Citrus MT											
	Apples	48,701	36,491	561,742	441,278	689,749	27,283	21,071	335,993	268,935	412,371
	Avocados	568	577	4,974	1,775	5,819	1,047	1,000	6,723	2,697	8,215
	Cherries Swt &trt	10,970	11,820	24,976	20,801	39,400	42,796	44,245	98,674	67,611	140,144
	Grapes	11,356	10,078	99,847	138,622	233,558	17,513	14,914	151,755	179,789	309,727
	Kiwifruit	170	214	5,090	5,420	5,438	162	305	6,663	6,784	7,036
	Melons	47,648	43,594	118,664	108,702	219,681	15,071	15,039	46,640	46,383	79,289
	Papaya	522	407	5,207	4,493	6,589	1,396	1,033	13,131	11,444	16,738
	Peaches & Nectrns	21,380	15,274	35,601	23,381	103,345	20,944	15,997	35,286	24,779	92,737
	Pears	2,764	5,479	94,336	132,658	126,409	1,660	3,240	57,709	72,030	76,052
	Plums/Prunes	12,780	4,312	16,878	8,288	71,906	11,207	5,046	16,006	9,475	61,224
	Strawberries	5,676	6,540	38,216	32,974	52,615	11,101	11,140	64,888	61,196	97,010
	Other Non-Citrus	7,946	6,836	39,523	33,265	54,810	11,464	10,744	50,394	43,822	75,169
	Subtotal:-----	170,481	141,621	1,045,054	951,656	1,609,320	161,645	143,774	883,863	794,946	1,375,713
Can/Prep Fruit MT											
	Cherries, Tart Cn	413	236	3,489	2,426	4,916	507	409	4,579	3,325	6,338
	Fruit Mixtures	1,993	1,748	17,873	17,513	22,475	2,283	2,238	20,973	21,746	27,055
	Marachino Cherry	202	351	3,760	3,542	5,107	459	649	7,816	7,045	10,672
	Peaches, Canned	1,515	1,796	13,190	15,596	16,873	1,487	1,627	12,940	14,606	16,528
	Pineapple, Canned	298	517	3,018	2,918	3,694	288	566	2,781	2,846	3,443
	Other Canned Fru	3,860	4,881	33,367	44,733	45,120	4,149	5,647	39,133	48,688	51,682
	Other Prep/Preser	7,295	7,622	60,427	73,240	79,816	6,855	7,199	61,343	67,651	83,397
	Subtotal:-----	15,574	17,152	135,124	159,968	178,001	16,028	18,334	149,564	165,907	199,114
Dried Fruit MT											
	Prunes, Dried	4,807	4,208	50,121	53,132	67,535	9,763	8,029	103,876	100,490	138,398
	Raisins, Dried	7,776	9,591	83,504	89,263	115,016	14,435	15,628	146,718	149,826	203,954
	Other Dried Fruit	922	1,120	12,589	14,694	17,313	3,056	3,465	37,946	40,633	50,290
	Subtotal:-----	13,505	14,919	146,214	157,089	199,864	27,253	27,122	288,539	290,949	392,641
Frozen Fruit MT											
	Blueberries, Froz	681	1,127	5,419	6,827	16,281	1,594	1,983	10,890	13,223	22,468
	Strawberries, Fro	2,832	2,870	14,762	15,930	21,748	3,604	3,588	18,878	21,015	27,686
	Other Frozen Fru	2,859	1,271	14,753	12,155	22,046	3,247	1,968	19,412	17,063	28,524
	Subtotal:-----	6,372	5,268	34,935	34,912	60,075	8,446	7,540	49,180	51,301	78,677
Fruit/Veg Juices KL											
	Grapefruit Ju, Cn	7,325	3,654	45,983	38,118	62,477	5,169	2,784	32,908	25,882	41,493
	Orange Juice, Con	38,603	60,161	288,357	225,592	381,926	16,715	23,183	135,829	108,968	177,635
	Orange Juice, Not	14,470	25,763	135,155	162,155	178,921	10,416	15,936	94,948	101,215	124,874
	Other Juices	41,963	52,641	337,769	380,926	467,575	31,430	37,093	252,147	266,472	340,694
	Subtotal:-----	102,361	142,220	807,264	806,791	1,090,899	63,730	78,997	515,832	502,537	684,695
Fresh Vegetables MT											
	Potatoes	53,533	70,842	191,973	218,032	299,259	13,183	19,194	50,239	68,493	79,753
	Asparagus, Fr, Ch	878	1,106	13,847	14,684	15,160	2,393	2,998	44,665	42,570	50,688
	Broccoli	13,263	9,943	105,740	104,422	130,391	9,477	7,018	72,944	74,459	92,215
	Cauliflower	6,894	7,576	72,763	64,927	88,279	4,612	4,962	47,137	47,275	57,828
	Celery	12,039	12,497	96,447	103,038	117,410	4,403	4,698	38,542	41,809	48,961
	Lettuce, Fr Chld	28,496	20,617	247,757	252,225	294,482	13,209	10,598	119,959	147,122	146,612
	Onions	15,195	15,691	189,026	222,759	265,121	5,848	6,493	67,751	81,123	92,464
	Peppers	6,736	6,792	50,742	46,014	62,493	5,278	5,693	42,255	47,336	52,240
	Tomatoes	15,180	14,187	103,056	100,187	153,650	12,348	11,148	89,315	91,937	123,783
	Other Vegetables	45,751	47,336	404,120	366,625	480,790	29,539	30,249	262,883	274,756	323,221
	Subtotal:-----	197,964	206,587	1,475,472	1,492,914	1,907,035	100,290	103,051	835,690	916,879	1,067,765

U.S. Exports of Selected Horticultural Products

Name		Quantity					Values (1000 Dollars)				
Group	& Product	Jun FY 1997	Jun FY 1998	Oct-Jun FY 1997	Oct-Jun FY 1998	Oct-Sep FY 1997	Jun FY 1997	Jun FY 1998	Oct-Jun FY 1997	Oct-Jun FY 1998	Oct-Sep FY 1997
Veg Canned MT											
	Ketchup	3,550	3,214	30,910	31,049	40,186	2,527	2,237	23,756	21,701	30,568
	Sweet Corn, Canne	21,672	17,009	161,994	132,427	203,469	17,971	14,345	133,073	108,421	167,353
	Tomato Paste	9,173	9,655	97,385	103,787	128,954	6,187	6,589	68,992	71,083	89,320
	Tomato Sauce	6,719	8,941	63,632	80,331	88,108	6,394	8,436	61,879	74,332	84,947
	Other Can Veg	23,537	22,591	198,943	208,712	271,139	27,948	27,559	252,472	250,126	339,901
	Subtotal:----	64,651	61,410	552,864	556,305	731,855	61,028	59,166	540,173	525,664	712,088
Frozen Vegetables MT											
	Frozen French Fry	35,836	43,568	296,361	324,535	396,674	26,486	30,592	220,502	229,717	294,335
	Fzn Swt Corn	4,383	5,361	47,296	59,858	65,202	4,050	4,492	41,541	48,538	56,212
	Other Pot Fzn	2,389	1,944	24,719	16,967	28,798	1,936	1,781	17,234	14,965	20,957
	Other Fzn Veg	7,087	8,179	54,230	63,251	72,443	6,487	7,408	49,479	57,181	65,425
	Subtotal:----	49,694	59,052	422,607	464,612	563,117	38,959	44,273	328,756	350,402	436,929
Veg, Dehyd MT											
	Garlic Dehyd.	818	975	8,671	8,248	11,820	1,940	1,996	19,101	18,773	26,182
	Onions, Dehyd.	2,593	2,213	24,394	23,345	33,170	5,996	5,174	57,274	53,788	77,600
	Potatoes, Dehyd	3,211	3,233	35,519	34,798	49,903	3,142	3,172	36,347	34,610	49,997
	Other Dehyd Veg	5,256	6,623	51,121	58,074	71,944	8,693	9,280	79,827	97,973	114,690
	Subtotal:----	11,877	13,044	119,705	124,465	166,836	19,771	19,622	192,550	205,144	268,469
Tree Nuts MT											
	Almonds, Unshld	684	2,663	14,100	20,141	24,735	1,686	8,074	34,135	54,128	63,658
	Pistachio, Unshld	212	874	4,042	12,700	5,955	1,028	3,936	17,853	54,854	27,193
	Walnuts, Shld	1,831	1,696	19,546	18,596	23,936	3,999	3,953	61,028	61,169	73,476
	Walnuts, Unshld	77	1,517	49,285	38,705	57,187	190	2,239	105,351	73,118	121,757
	Other Nuts	5,020	5,683	51,116	77,647	67,140	13,835	14,547	146,610	195,506	190,950
	Almonds, Sh/Prep	6,803	11,137	114,929	130,980	163,576	34,922	43,581	597,322	513,712	816,088
	Subtotal:----	14,626	23,570	253,018	298,769	342,529	55,661	76,331	962,299	952,488	1,293,123
Nusery Products MIXED											
	Cut Flowers	0	0	0	0	0	4,043	3,145	37,326	34,267	49,067
	Other Nursery	0	0	0	0	0	10,878	13,166	140,939	173,202	172,279
	Subtotal:----	0	0	0	0	0	14,922	16,311	178,266	207,469	221,346
Hops & Products MT											
	Hop Extract	262	202	2,747	2,528	3,468	3,447	3,704	45,224	41,980	57,080
	Hop Pellets	317	496	5,128	4,726	6,120	1,633	2,591	26,270	24,106	33,737
	Hops, Nfosp	4	78	1,700	1,498	1,888	57	320	8,228	7,948	9,644
	Subtotal:----	583	777	9,575	8,751	11,477	5,136	6,614	79,722	74,034	100,462
Wine KL											
	Grape Wines	18,514	22,447	138,999	182,633	194,399	34,754	44,469	258,402	351,387	368,160
	Other Wine Prod	1,154	1,242	10,425	13,570	14,294	1,730	1,994	15,501	20,806	22,060
	Subtotal:----	19,668	23,689	149,425	196,203	208,693	36,484	46,464	273,903	372,193	390,220
Miscellaneous MIXED											
	Beer & Beverages	70,288	66,795	510,350	424,869	664,850	42,779	42,072	319,150	280,418	416,546
	Edible Preparatio	16,652	17,562	157,148	168,541	211,356	73,999	65,185	705,307	640,131	933,748
	Essential Oils	3,924	4,811	35,545	34,989	46,266	49,309	50,733	478,071	401,186	619,388
	Ginseng	19	18	843	697	993	712	588	66,241	40,324	72,001
	Potato Chips	3,430	8,461	41,297	71,801	53,599	9,841	18,287	112,316	163,888	145,451
	Other Misc	0	0	0	0	0	37,640	29,051	356,951	341,738	481,787
	Subtotal:----	94,313	97,646	745,182	700,897	977,065	214,279	205,915	2,038,036	1,867,686	2,668,921
	Grand Total:						875,986	905,021	7,939,129	7,864,909	10,598,216

U.S. Imports of Selected Horticultural Products

Name		Quantity					Values (1000 Dollars)				
Group & Product	Jun	Jun	Oct-Jun	Oct-Jun	Oct-Sep		Jun	Jun	Oct-Jun	Oct-Jun	Oct-Sep
	FY 1997	FY 1998	FY 1997	FY 1998	FY 1997		FY 1997	FY 1998	FY 1997	FY 1998	FY 1997
<hr/>											
Fresh Fruit	MT										
Apples	22,132	26,769	128,192	126,842	168,564		12,051	13,993	62,211	62,325	82,736
Avocados	231	488	20,967	22,849	27,667		240	465	19,311	25,793	25,993
Bananas	332,015	339,007	2,786,515	2,982,784	3,727,906		103,488	95,800	850,946	825,519	1,122,747
Cantaloupe	7,478	10,772	392,327	442,153	396,103		1,268	2,566	129,674	128,614	130,376
Grapes	44,107	63,652	349,711	402,454	351,567		54,296	96,965	384,710	416,984	386,183
Kiwifruit	5,091	6,071	30,372	25,487	37,680		2,356	3,853	19,275	17,419	23,524
Mangoes	40,441	45,283	135,924	130,144	191,115		25,839	24,631	99,903	89,833	123,009
Peaches	0	0	41,355	6,771	41,672		0	0	32,599	6,438	32,901
Pears	3,711	6,472	77,820	67,163	78,521		1,601	3,442	49,734	45,698	50,306
Pineapples	14,261	25,439	122,095	196,118	171,253		6,338	7,084	55,353	62,961	74,441
Strawberry	0	2,894	15,113	24,878	15,203		0	6,084	26,657	63,967	26,844
Other Melons	8,852	20,513	381,479	414,389	382,903		1,902	5,859	95,883	121,240	96,126
Other Fruit	41,633	42,142	417,473	432,951	572,146		15,184	18,092	212,101	225,028	297,914
Subtotal:----	519,952	589,500	4,899,345	5,274,983	6,162,300		224,562	278,833	2,038,357	2,091,820	2,473,098
<hr/>											
Dried Fruit	MT										
Dried Apricots	633	480	8,752	10,630	11,237		1,864	1,250	24,496	27,970	31,058
Drd Figs & Pst	236	117	2,314	4,141	3,904		216	93	4,297	5,228	5,800
Other Dried Fruit	1,880	2,358	16,281	16,486	26,720		3,913	4,243	29,106	25,729	42,783
Subtotal:----	2,749	2,955	27,347	31,256	41,862		5,993	5,586	57,899	58,926	79,640
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Frozen Fruit	MT										
Fzn Blueberries	693	820	9,574	9,032	13,177		1,406	1,524	19,434	17,543	26,173
Fzn Strawberries	2,691	3,967	20,842	16,960	22,279		2,459	4,702	18,517	19,333	20,207
Other Fzn Fruit	3,063	2,764	25,526	19,367	35,774		3,597	3,281	30,315	22,241	41,924
Subtotal:----	6,448	7,551	55,943	45,358	71,230		7,463	9,507	68,266	59,117	88,304
<hr/>											
Canned/Prep Fruit	MT										
Canned Olives	6,875	7,590	56,306	64,800	81,516		15,277	15,418	136,828	136,634	184,250
Canned Oranges	5,331	5,524	42,887	50,073	56,289		5,177	4,024	42,341	40,354	54,784
Canned Peaches	2,237	1,393	23,396	15,053	29,483		1,575	1,051	15,714	10,410	19,709
Canned Pineapples	23,176	19,502	204,576	200,263	292,609		16,482	13,405	142,552	145,850	204,974
Mixed Fruit	3,618	3,891	40,163	47,472	49,307		4,154	4,233	39,934	47,055	51,241
Prep/Pres Fruit	10,336	9,401	80,039	73,563	101,420		11,340	9,565	93,366	85,973	118,537
Other Canned Fru	7,042	6,626	49,550	44,263	69,225		8,083	8,035	60,937	57,889	84,661
Subtotal:----	58,616	53,927	496,917	495,488	679,851		62,088	55,730	531,672	524,166	718,155
<hr/>											
Frst&Veg Juice SSE	KL										
Apple Juice	118,407	169,900	897,804	778,792	1,084,986		34,370	31,548	299,087	184,980	354,632
Fcoj	57,569	83,005	896,495	837,222	1,099,876		11,185	17,827	194,610	156,566	233,077
Grape Juice	40,630	8,737	151,374	107,915	243,290		15,907	4,038	60,623	47,127	95,051
Pineapple Juice	19,528	20,721	230,783	189,148	303,510		6,061	6,171	68,078	58,515	88,786
Other Juices	31,831	29,887	220,696	183,934	293,196		14,774	10,308	128,431	89,646	167,223
Subtotal:----	267,966	312,250	2,397,151	2,097,011	3,024,858		82,297	69,892	750,828	536,835	938,770
<hr/>											
Fresh Vegetables	MT										
Garlic	3,518	6,424	15,099	23,743	17,570		3,859	7,896	17,645	28,094	20,661
Asparagus	914	1,272	27,658	36,020	38,745		1,413	1,857	49,191	70,810	66,588
Bell Pepper	6,003	6,520	162,798	171,435	180,463		10,110	13,728	182,045	215,625	206,072
Carrots	6,517	5,521	76,181	76,795	99,470		1,018	1,283	16,944	19,275	22,353
Chili Pepper	7,719	9,083	69,574	83,918	103,758		4,488	11,446	34,292	65,532	45,836
Cucumbers	8,824	13,998	284,387	304,892	302,306		4,417	8,404	91,167	142,082	100,823
Onions	13,200	15,528	241,670	231,754	261,088		6,638	8,260	111,468	136,726	127,447
Potatoes	11,478	13,701	288,487	438,954	324,924		2,358	2,816	51,850	87,905	59,301
Squash	2,837	3,441	135,764	151,059	141,192		1,610	2,173	85,630	101,929	87,857
Tomatoes	54,316	63,137	646,216	717,123	743,205		46,790	55,868	529,119	611,032	611,612
Other Fresh Veg	21,230	33,933	344,837	436,386	453,475		13,014	20,525	208,053	288,063	265,485
Subtotal:----	136,556	172,557	2,292,672	2,672,081	2,666,196		95,714	134,257	1,377,404	1,767,074	1,614,035

U.S. Imports of Selected Horticultural Products

Name		Quantity					Values (1000 Dollars)				
Group	& Product	Jun FY 1997	Jun FY 1998	Oct-Jun FY 1997	Oct-Jun FY 1998	Oct-Sep FY 1997	Jun FY 1997	Jun FY 1998	Oct-Jun FY 1997	Oct-Jun FY 1998	Oct-Sep FY 1997
Canned/Dehyd Vegetables MT											
	Cnd Artichokes	3,814	6,904	20,366	26,821	29,298	5,263	13,162	31,094	48,095	44,069
	Cnd Bamboo	889	1,424	20,468	20,740	27,077	894	1,144	18,760	16,027	24,292
	Cnd Mushrooms	5,980	4,180	51,924	51,896	67,258	11,044	7,680	90,531	85,092	118,324
	Cnd Pimiento	754	1,524	6,960	8,708	9,556	873	1,927	8,399	11,090	11,448
	Cnd Tomatoes	4,029	4,410	50,788	53,640	65,589	1,796	2,322	21,727	26,416	27,979
	Cnd Waterchnuts	3,657	2,469	26,128	25,747	35,531	2,560	1,395	20,826	15,572	27,403
	Tomato Pst & Sauc	1,696	3,129	28,131	21,824	33,659	3,276	3,702	34,621	24,889	41,356
	Dried Mushrooms	227	135	1,650	1,613	2,015	1,777	1,405	15,425	15,213	19,411
	Dried Tomatoes	307	524	5,125	3,985	6,924	1,211	2,036	19,556	14,806	26,265
	Other Dehy Veg	11,599	16,199	116,290	122,604	159,374	12,781	14,524	118,721	113,147	159,001
	Other Can Veg	18,473	22,767	183,471	219,552	244,159	16,247	19,875	159,775	185,548	214,284
	Subtotal:----	51,424	63,665	511,300	557,132	680,441	57,722	69,171	539,434	555,896	713,831
Frozen Vegetables MT											
	Broccoli Fzn	11,640	12,597	131,766	117,262	169,458	7,107	8,467	82,091	76,025	106,080
	Cauliflower Fzn	377	460	16,242	21,069	18,729	270	335	12,144	15,367	14,060
	Potato Fzn	26,098	37,560	218,849	293,595	286,808	15,034	23,717	129,633	181,719	169,323
	Other Veg Fzn	30,569	29,166	144,321	149,115	222,015	10,550	12,249	101,049	108,505	129,143
	Subtotal:----	68,685	79,782	511,178	581,042	697,010	32,961	44,767	324,917	381,616	418,606
Tree Nuts MT											
	Brazils Tot	1,491	1,260	6,834	8,122	10,404	2,967	2,518	15,423	19,530	23,656
	Cashews Tot	5,280	6,671	45,602	52,216	62,669	24,508	29,270	212,816	234,924	292,315
	Coconut	3,051	2,639	29,915	28,585	39,782	2,656	2,002	26,829	19,655	34,791
	Pecans	438	843	18,918	21,388	19,909	2,259	4,590	34,167	60,738	39,667
	Other Nuts	1,020	1,026	15,538	14,479	18,167	4,455	3,392	66,610	64,509	78,070
	Subtotal:----	11,281	12,439	116,807	124,790	150,931	36,845	41,772	355,845	399,356	468,499
Nursey Products MIXED											
	Carnations	92,553	76,518	986,043	935,877	1,211,423	10,707	9,102	92,114	97,801	115,014
	Christmas Trees	0	0	2,258	2,581	2,260	0	0	20,220	22,172	20,227
	Chrysanthemus	41,549	43,201	488,142	494,863	614,707	6,234	6,964	69,817	75,478	91,126
	Roses	60,839	66,339	734,049	855,415	919,298	12,392	15,332	163,178	204,084	200,957
	Tulip Bulbs	0	554	85,125	84,998	426,485	0	62	10,124	9,648	41,993
	Other Cut Flowers	0	0	0	0	0	13,119	14,417	148,666	168,481	186,894
	Other Nursey Prod	0	0	0	0	0	14,479	16,605	226,465	263,229	298,973
	Subtotal:----	194,942	186,611	2,295,616	2,373,734	3,174,174	56,932	62,483	730,584	840,893	955,183
Hops & Products MT											
	Hops & Pellets	887	545	5,477	4,576	5,606	5,333	3,987	37,567	28,975	37,836
	Other Hop Prod	0	0	187	208	187	0	2	1,331	876	1,339
	Subtotal:----	887	545	5,664	4,784	5,793	5,333	3,988	38,898	29,851	39,175
Wine KL											
	Red Wine	18,764	15,543	134,278	153,099	181,724	66,575	71,659	510,050	638,968	682,741
	Sparkling Wine	1,692	1,877	22,301	24,187	30,293	22,219	22,058	246,712	277,979	336,614
	White Wine	11,385	10,507	86,147	94,573	116,091	39,547	41,153	307,508	344,031	411,457
	Other Wine Prod	9,872	5,793	72,879	60,418	104,101	17,509	12,457	144,870	137,713	198,476
	Subtotal:----	41,714	33,720	315,605	332,276	432,208	145,849	147,328	1,209,140	1,398,690	1,629,287
Miscellaneous MIXED											
	Beer & Beverages	167,711	218,900	1,233,225	1,403,916	1,734,830	142,891	189,824	1,073,354	1,224,949	1,511,285
	Other Misc	0	0	0	0	0	118,610	145,877	1,037,918	1,249,263	1,402,504
	Subtotal:----	167,711	218,900	1,233,225	1,403,916	1,734,830	261,501	335,701	2,111,272	2,474,211	2,913,790
	Grand Total:						1,075,259	1,259,015	10,134,516	11,118,452	13,050,374

WORLD TRADE SITUATION AND POLICY UPDATES

Improved Access to Germany's Market For U.S. Wine Achieved

On August 3, meetings between the U.S. Agricultural Office in Bonn and German representatives produced favorable results relating to restrictions on U.S. wines because of fluoride levels. Specifically, the Federal Ministry for Nourishment, Agriculture and Forestry agreed to draft a change to Article 2 of the Wine Import Examination Regulation to accept imported wines, which exceed Germany's fluoride tolerance level of 0.5 ppm, provided they are: (1) accepted in the country of origin; (2) accepted in other EU member states; (3) accepted for import and sale in Germany; (4) pose no health risk; and (5) produced using normal oenological practices with no substances added. The regulatory changes should become effective by December 1998. In the interim, Germany has agreed to grant an exemption, on a case-by-case basis, for U.S. wines which exceed the current German fluoride standard. U.S. wine exports have registered impressive gains in Germany. In CY 1997, shipments were valued at \$25 million, up more than 365 percent from 1995.

Germany's fluoride standard is much stricter than the current voluntary international guidelines issued by the Office of Wine and Vine (OIV) and other EU member states. OIV recommends that wines contain no more than 3 ppm of fluoride. Some U.S. wines exceed Germany's tolerance level of 0.5 ppm of fluoride, in part because of fluoride presence in the soil and pesticides, such as cryolite, used against various pests. The United States does not have an established tolerance level for fluoride in wine.

South Africa Lifts Ban on U.S. Table Grapes

On July 27, South Africa agreed to lift the ban on U.S. table grapes imposed on July 16,

following successful meetings between FAS, APHIS, and South African officials. However, an entry point inspection will be conducted on table grapes in South Africa for identified quarantine organisms. South Africa is also in the process of notifying the WTO Sanitary and Phytosanitary Committee that it plans to withdraw current published phytosanitary import requirements, for, *inter alia*, fresh fruits and vegetables. A new Pest Risk Assessment has already begun. South Africa is a small but growing U.S. table grape export market. U.S. table grape exports to South Africa reached \$350,000 in Calendar Year 1997, up 83 percent from 1996. The first shipment of U.S. table grapes, this season, is scheduled to arrive in South Africa in a few days.

First Shipment of U.S. Pears Enters Yemen; Efforts to Gain Access For Apples Continue

Following the recent Yemeni government decision to officially open its market to a number of fresh fruits and vegetables, the first shipment of U.S. pears has successfully entered the country, according to trade sources. Yemen is believed to hold significant potential for certain U.S. horticultural products, notably fresh fruit, as direct imports are permitted. Yemeni government officials have indicated that a second tranche of fresh fruit and vegetable products will be liberalized on January 1, 1999, with the market opening completely to all fruits and vegetables by January 1, 2000. While the Yemeni government has postponed the liberalization of apple imports, FAS is continuing efforts to have apples included in the January 1999 liberalization package.

Improved Tomato Quality Increases U.S. Export Potential to Japan

According to the Agricultural Counselor in Tokyo, U.S. shippers and Japanese importers are optimistic about the shipping, handling, and marketing of U.S. fresh tomatoes to Japan after reduced product defect levels were reported. Japanese traders imported both California and

Florida tomatoes to supply McDonald's successful 4-week long sales campaign in June. One trader reported that the arrival condition of tomatoes far exceeded the industry's expectation, with only a .06 percent product defect level for one container load and 3.7 percent for another load. Another importer experienced about a 5 percent product defect level on average. In previous shipments product defects were as high as 40 percent, threatening the California Tomato Commission and the Florida Tomato Committee efforts to promote U.S. tomatoes in Japan. The improvement was due, for the most part, to the U.S. industry's development of a single-layer 4-kilogram carton exclusively for the Japanese market. Upon arrival, every carton was individually inspected by importers for quality and color and almost all were in perfect condition.

After many years of attempting to open the Japanese market to U.S. tomatoes, FAS and APHIS, working with the California and Florida tomato industries, succeeded in opening this new market for U.S. tomatoes in April 1997. By working together under the Market Access Program, the two states' industries aim to supply the market year round. The U.S. tomato industry views Japan's food service sector as a significant potential market for U.S. tomatoes, with near term sales prospects estimated at \$10-20 million annually.

EU Considering Increased Domestic Support Subsidies for Wine

The European Commission recently approved a proposal to increase the European Union's (EU) massive domestic support subsidies for wine. The proposal was submitted to the European Council (EC), and it is scheduled to be debated in October. If approved by the EC, the proposed budget for annual EU wine subsidies during years 2001-2003 would grow to approximately \$1.23 billion ECU (\$1.3 billion), almost 50 percent higher than the 806 million ECU (\$870 million) budgeted for 1998. The increased subsidies would be used to fund a

range of new and old measures, all of which fall into the area of domestic support or structural aids to help restructure the wine sector to become more competitive with third country wines. The proposed increase in wine subsidies is discouraging, given all the international efforts over the past years to reduce trade-distorting support. However, the proposed wine reforms are within the EU's WTO commitments, because they are either domestic support measures, which would be swallowed up in its Aggregate Measurement of Support commitment, or structural reforms, which would be green box measures. The EU's extensive domestic support and export subsidies for wine, together with member state funded market promotion activities, place U.S. wine at a great competitive disadvantage. FAS will continue to monitor the EU wine sector reforms, as well as member state expenditures on market promotion for wines.

United States and EU Begin Negotiating Agenda for New Wine Accord

On July 23, U.S. and EU officials met in Brussels to begin discussing a draft agenda and timetable to negotiate a new bilateral wine accord. Discussions included oenological practices, intellectual property rights, and import certification requirements. The next round of wine talks is scheduled for September 24 and 25 in Washington, D.C. Both parties will try to establish in these meetings if there are enough common areas of concern to begin negotiations.

United States Establishes Dumping Margins on Imported Mushroom Products

On July 27, as part of an ongoing anti-dumping review process, the Department of Commerce's International Trade Administration (ITA) made a determination that imports of certain preserved (mostly canned) mushrooms from China, Chile, India and Indonesia were being dumped into the United States, and assessed preliminary dumping duties as follows: China (168.72 percent to 198.63 percent), Chile (142 percent), India (2.75 percent to 243.87

percent), and Indonesia (11.24 percent to 29.58 percent). The ITA is scheduled to issue its final determinations later this year.

On January 6, 1998, the U.S. mushroom industry had filed a anti-dumping petition with the U.S. International Trade Commission (ITC) alleging that the U.S. industry was being injured, or threatened with injury, from the aforementioned countries. The petition also alleged that the mushrooms were being sold in the U.S. at less than fair market value.

In 1997, U.S. imports of canned mushrooms totaled 59,000 tons valued at \$103 million, up 4 percent in volume but down 6 percent in value from the previous year. Prepared and preserved mushrooms (HTS No. 2003100053) accounted for approximately 40 percent of the total volume imported in 1997. China accounts for the largest U.S. import share, with about 50 percent of the total.

HTP Organics Newsletter Now Available on the Internet

To better serve the organics community, HTP recently decided to make their monthly newsletter, *Organic Perspectives*, available on the Internet. The newsletter contains reports on organics from around the world gleaned from attache reports, trips made by the HTP organics staff, and other sources. Also covered are items of interest about the U.S. national organic program and the domestic organic industry, and as well as a list of upcoming events.

The newsletter can be accessed either through the FAS home page under "World Market and Trade Feature Reports," or at the HTP home page:

<http://www.fas.usda.gov/http/organics/organics.html>

Greek Peach Canners Cost/Price Squeeze May Benefit U.S. Exporters

Greek canners will likely have to raise export prices of canned peaches to a level more in line with those of other global competitors this season. The European Union is facing a short canning peach crop this year, estimated at between 230,000 and 285,000 metric tons. This reduced production comes just as a EU-mandated 15-percent increase in the Minimum Grower Price (MGP) is being implemented. This represents the largest increase in the 20-year history of the peach program. Similarly, the 25-percent reduction in the Production Aid (a subsidy to canners) is also the largest downward movement. According to news reports European canners had been expecting a decrease in the Production Aid of no more than 8.85 percent. The larger reduction in the Production Aid has forced them to press customers for price increases on all new-season shipments to cover the additional cost of production, or for an agreement to cancel all existing contracts that predated July 23.

This year's short crop is the second in a row for Greek canning peach producers. In contrast, the U.S. canning peach harvest has been well above average for the past two years and stock levels are estimated to be greater than normal. The U.S. industry will be counting on exports to reduce supplies and maintain prices. U.S. canned peach exports for the last two marketing years (June-May) totaled 16,000 metric tons (\$16 million) and 19,000 metric tons (\$18 million), respectively.

U.S.-Mexico Tomato Suspension Agreement is Modified

On August 6, 1998, the Commerce Department and producers/exporters of fresh tomatoes from Mexico signed an amendment to strengthen the existing tomato suspension agreement with Mexico, and expand its coverage to include more of Mexico's growers. On August 14, 1998, Commerce published a Federal Register

notice announcing certain modifications to the agreement as follows:

Specifically, the amendments would take account of the seasonal differences between California and Baja California, Mexico versus Florida and Sinaloa. The two production periods of each year would be changed to July 1 to October 22 and October 23 to June 30. The reference price, or floor price, for tomatoes coming into the United States would be lowered to \$.172 per pound (\$4.30 for a 25 pound box) for the July 1 to October 22 period and the reference price for October 23 to June 30 would be raised to \$.2108 per pound (\$5.27 for a 25 pound box). One of the main reasons for the change is to increase the number of signatory producer/exporters of tomatoes from Baja, Mexico. The current suspension agreement specifies that Mexican tomatoes entering the United States cannot fall below \$5.17 per 25 pound box, or \$.21 per pound. The original suspension agreement was signed on October 28, 1996.

U.S. imports of fresh tomatoes from Mexico in CY 1997 totaled 660,609 metric tons (\$517 million), down 4 percent from the preceding year's total of 685,678 MT (\$580 million). However, through the first five months of 1998, imports totaled 486,416 MT (\$363 million), up 12 percent from 1997's level of 434,828 MT (\$343 million) for the comparable period.

Strong Marketing Opportunity for U.S. Fresh Lettuce in Japan

According to the U.S. Agricultural Office in Tokyo, fresh crispy-type U.S. iceberg lettuce has a large market opportunity in Japan's food service sector. The demand for fresh lettuce in Japan is rapidly growing, especially in Japan's sandwich/hamburger outlets and family restaurants. Japan cannot produce the U.S. type-iceberg lettuce because of its high-humidity climate. Although Japan's phytosanitary import requirements remain strict, a potentially large, untapped market exists for

fresh U.S. lettuce in Japan. Japan's \$4.8 billion sandwich/hamburger market, with 6,800 restaurants nationwide, is growing at a rate of 5-7 percent annually. Japan's annual consumption of fresh lettuce is about 530,000 tons. In 1997, Japan imports of U.S. fresh lettuce, mostly retail sector sales for household consumption, totaled only 3,435 tons valued at \$3.2 million. During the same period, U.S. exports of fresh lettuce to all destinations totaled 294,374 tons valued at \$159 million, up 1 percent in volume and 13 percent in value. The U.S. has been working with the Japanese to improve their import inspection procedures.

EXPORT NEWS AND OPPORTUNITIES

USDA Reinstates Credit Guarantee Programs for India and Pakistan and Increase Credit Guarantees to Mexico

Since the last publication, the United States Department of Agriculture (USDA) has reinstated the export credit guarantee programs for the purchase of U.S. agricultural commodities by buyers in India and Pakistan. Both countries were suspended from participating in the export credit guarantee programs as part of the sanctions imposed under the Arms Control Act. However, effective July 15, USDA will accept applications for credit guarantees under the GSM-102 program in connection with sales of U.S. agricultural commodities under the previously announced credit lines of \$20 million for India and \$250 million for Pakistan. Various horticultural products are eligible under the India GSM-102 program.

On July 14, USDA increased by \$260 million the amount of operational credit guarantees available to U.S. exporters in connection with sales of previously announced U.S. agricultural commodities to Mexico under the 1998 GSM-102 program. The total 1998 authorization for coverage to Mexico under GSM-102 remains unchanged at \$1.26 billion and is now fully allocated. All other terms and conditions remain the same.

The GSM-102 program makes available financing for the sales of U.S. agricultural commodities overseas. USDA does not provide financing, but guarantees payments due from foreign banks. USDA typically guarantees 98 percent of the principal and a portion of the interest. The GSM-102 program covers credit terms from 90 days to 3 years.

Under the program, once a firm sale exists, the qualified U.S. exporter applies for a payment guarantee before the date of export. The U.S. exporter pays a fee calculated on the dollar amount guaranteed, based on a schedule of

rates applicable to different lengths of credit periods. The CCC-approved foreign bank issues a dollar-denominated, irrevocable letter of credit in favor of the U.S. exporter, ordinarily advised or confirmed by the financial institution in the United States agreeing to extend credit to the foreign bank. The U.S. exporter may negotiate an arrangement to be paid as exports occur by assigning the U.S. financial institution the right to proceeds that may become payable under the guarantee, and later presenting required documents to that financial institution. Such documents normally include a copy of the export report.

If a foreign bank fails to make any payment as agreed, the exporter or the assignee may file a claim with USDA for the amounts due and covered by the guarantee. USDA will pay the U.S. bank and will take on the responsibility of collecting the overdue amount from the foreign bank.

The table on page 15 presents FY 1998 GSM-102 programs for which USDA has authorized credit guarantees for sales of U.S. horticultural products as of August 14, 1998. Additional information about the GSM-102 program, regulations, country specific press releases and program announcements, and a Monthly Summary of Export Credit Guarantee Program Activity may be accessed on the Internet at:

<http://www.fas.usda.gov/excredits/exp-cred-guar.html>

USDA Amends Jamaica and Mexico Supplier Credit Guarantee Programs

On July 6, USDA amended the allocation of credit guarantees available for sales of U.S. agricultural commodities to Jamaica and Mexico under the 1998 Supplier Credit Guarantee Programs (SCGP) to include fruit and vegetable concentrates, pastes, pulps, and purees. All other terms and conditions previously announced remain the same.

The SCGP is unique because it covers short-term financing extended directly by U.S.

exporters to foreign buyers and requires that the importers sign a promissory note in case of default on the CCC-backed payment guarantee. The SCGP emphasizes high-value and value-added products, but may include commodities or products that also have been programmed under the GSM-102 program.

The table on page 16 presents the FY 1998 SCGPs for which USDA has authorized credit guarantees for sales of U.S. horticultural products as of August 14, 1998. Additional information about the SCGP, regulations, country specific press releases and program announcements, and a Monthly Summary of Export Credit Guarantee Program Activity may be accessed on the Internet at:

<http://www.fas.usda.gov/excredits/scgp.html>

Note: The GSM will consider requests to establish a SCGP and/or GSM Program for a country or region or amend an authorized program to include horticultural commodities and products which are currently not eligible.

(For further information on the SCGP or GSM-102 Program for horticultural commodities, contact Yvette Wedderburn Bomersheim, 202-720-9903).

FY 1998 GSM-102 CREDIT GUARANTEE COVERAGE 1/

Country	Announced Allocation (In Millions of Dollars)	Exporter Applications Received (In Millions of Dollars)
ANDEAN REGION 2/	350.0	
ARGENTINA	16.0	
BALTIC REGION	15.0	
BRAZIL	90.0	
Canned Vegetables		2.2
Fresh Fruit		2.3
CAUCASUS REGION 3/	10.0	
CENTRAL AMERICA REGION 4/	110.0	
CENTRAL EUROPE REGION 5/	10.0	
CHINA	100.0	
EAST AFRICA REGION 6/	35.0	
EAST CARIBBEAN	60.0	
EGYPT	100.0	
INDIA	20.0	
INDONESIA	400.0	
KAZAKSTAN	5.0	
KOREA	1,500.0	
Dried Fruit		0.2
Fresh Fruit		6.6
Tree Nuts		2.2
MALAYSIA	100.0	
MEXICO	1,260.0	
Tree Nuts		2.0
PHILIPPINES	100.0	
POLAND	25.0	
RUSSIA	95.0	
Fresh Fruit		0.9

1/Coverage is detailed in FAS Program Announcements for all commodities, including those not listed as of August 14, 1998. FAS news releases are available on the Internet at <http://www.fas.usda.gov/excredits/exp-cred-guar.html>. 2/Bolivia, Chile, Colombia, Ecuador, Peru and Venezuela. 3/Azerbaijan, Georgia, and Armenia. 4/Belize, Costa Rica, El Salvador, Guatemala, Honduras, Nicaragua, and Panama. 5/Czech Republic, Hungary, and Slovakia. 6/Kenya, Uganda, and Tanzania. 7/Indonesia, Malaysia, Philippines, Thailand and Singapore. 8/Bosnia, Croatia, and Slovenia. 9/Angola, Botswana, Burundi, Lesotho, Madagascar, Malawi, Mauritius, Mozambique, Namibia, Rwanda, Seychelles, South Africa, Swaziland, Democratic Republic of the Congo (formerly Zaire), Zambia, and Zimbabwe.

FY 1998 GSM-102 CREDIT GUARANTEE COVERAGE 1/

Country	Announced Allocation (In Millions of Dollars)	Exporter Applications Received (In Millions of Dollars)
SOUTHEAST ASIA REGION 7/	90.0	
SOUTHEAST EUROPE REGION 8/	25.0	
SOUTHERN AFRICA REGION 9/	50.0	
THAILAND	300.0	
TUNISIA	30.0	
TURKEY	400.0	

FY 1998 SUPPLIER CREDIT COVERAGE 1/

Country/Commodity	Announced Allocation (In Millions of Dollars)	Exporter Applications Received (In Millions of Dollars)
ANDEAN REGION 2/	10.0	
ARGENTINA	3.0	
BALTIC REGION 3/	5.0	
BRAZIL	10.0	
CENTRAL AMERICA REGION 4/	5.0	
CENTRAL EUROPE REGION 5/	20.0	
ISRAEL	20.0	
JAMAICA	5.0	
KAZAKSTAN	5.0	
MEXICO	120.0	
Canned Fruit		0.02
Fresh Fruit		0.72
POLAND	10.0	
SOUTHEAST ASIA REGION 6/	50.0	
Fresh Fruit		0.09
Tree Nuts		0.02
SOUTHEAST EUROPE REGION 7/	20.0	
TURKEY	5.0	

1/Coverage is detailed in FAS Program Announcements for all commodities, including those not listed as of August 14, 1998. FAS news releases are available on the Internet at <http://www.fas.usda.gov/excredits/scgp.html>.

2/Bolivia, Chile, Colombia, Ecuador, and Peru. 3/Estonia, Latvia, and Lithuania. 4/Belize, Costa Rica, El Salvador, Guatemala, Honduras, Nicaragua, and Panama. 5/Czech Republic, Hungary, and Slovakia. 6/Indonesia, Korea, Malaysia, Philippines, Singapore, and Thailand. 7/Croatia and Slovenia.

Southern Hemisphere Wine Situation and Outlook

Wine production in 1998 for the selected Southern Hemisphere countries (Argentina, Australia, Chile and South Africa) is forecast at 35.3 million hectoliters (hl), up 3 percent from the previous year. A higher wine production forecast for Australia, Chile and South Africa is expected to offset a 7 percent decline in Argentina's wine production because of adverse weather. The selected Southern Hemisphere countries are investing in improving wine production as part of their efforts to expand their export potential by 2000. Wine exports for the selected countries are forecast at 7.6 million hl in 1998, up 18 percent from 1997. Australia and Chile are expected to account for the majority of the increase in Southern Hemisphere wine exports. Australian and Chilean wine exports are forecast to increase 26 and 30 percent, respectively. The Southern Hemisphere countries are aggressively marketing and promoting their wines overseas. The U.S. wine industry, which has had 13 consecutive record-breaking years of exports, will face increasing competition, both at home and in third country markets.

Argentina

Argentina is the largest wine producer in the Southern Hemisphere. Argentina's wine production in 1998 is forecast at 12.5 million hectoliters (hl), down 7 percent from the previous year. Wine production is forecast lower because of adverse weather conditions which delayed the grape harvest.

Argentina continues to invest and improve its wine production. A few years ago, Argentina began an uprooting program to replace low quality vines with premium grape varieties such as, Chardonnay and Malbec. Also, Argentina has introduced new technology to include pest control, fertilization, etc. The Argentine wine industry is starting to promote the application, development and use of genetics for the identification of varieties and the implementation of the official certification of various grape varieties.

During Calendar Year (CY) 1997, Argentina exported 1.1 million hl, down 10 percent from

the previous year. Argentine exports were valued at \$119.1 million. Paraguay, Chile and South Africa were the top three export markets for Argentine wine. Despite the decrease in total wine exports last year, fine wine exports increased 46 percent from the previous year. Argentina's principal export markets for premium wine were the United Kingdom, the United States and Japan. Argentine exports of sparkling wine also increased; up 14 percent to 2,923 hl. Total wine exports in 1998 are forecast to increase slightly from the 1997 level, especially for fine wines. Argentina is expected to further increase its export potential in the next few years.

With the support of Exportar (Ministry of Foreign Affairs), Promex (Secretariat of Agriculture), and the Government of Mendoza, some wine exporters are traveling two to three times a year internationally to promote their wines. The aforementioned organizations are helping to finance various export promotion activities, such as renting space at wine fairs, etc. In 1998, Argentine wine exporters plan to

participate in wine trade shows in the United Kingdom, Hong Kong and Sweden.

Argentine wine imports in 1997 increased 71 percent reaching 75,264 hl. Chile, Italy and Spain were the three largest suppliers of wine to Argentina. The largest increase was recorded in sparkling wines, up 260 percent followed by fine wines up 28 percent.

Australia

The Australian wine grape and wine industry has changed significantly in the last decade. It now comprises over 3,000 independent wine grape growers and approximately 900 wineries. While the majority of wineries are small several large companies account for around 75 percent of production. Wine grape production is projected to reach 1.0 million MT by 1999/2000, up 15 percent from 1997/98. Most of the increase in grape production will be comprised of premium wine grape varieties. Production of premium white wine varieties is forecast to increase by approximately 26 percent between 1997/98 and 1999/2000, while production of premium red wine grape varieties are forecast to increase by 35 percent during the same period. Wine grapes enjoyed favorable weather conditions during the growth and harvest phases of 1997/98. Wine production is forecast to reach a record 6.4 million hl; industry sources indicate that grape production for the 1997/98 harvest could be as high as 950,000 MT.

The increased wine production has resulted in spectacular increase in exports, up more than 50 percent since the early 1980's. Exports are forecast to reach 1.9 million hl in 1997/98, up 26 percent from the previous year. Export sales are being driven largely by sales of premium dry table wines. Dry table wines have consistently represented approximately 90 percent of Australia's wine export sales. Australia's major export markets for wine in recent years have been the United Kingdom, the United States, New Zealand, Canada, Sweden and Ireland.

The Government of Australia does not provide export subsidies for Australian wine exports; however, it does provide some assistance for export promotion. During 1996/97, the Australian Wine and Brandy Corporation spent \$1.8 million on promotional activities. The majority of the promotional activity is directed through the Australian Wine Export Council (AWEC). In addition, the Australian wine industry has received grants and concessional loans. In 1997/98, grants and loans to the Australian wine industry will end. Thus, the Australian wine industry has instituted a levy on wine exports to cover future promotional expenditures by AWEC.

In terms of imports, Australia imports usually comprise less than 5 percent of total volume of domestic wine sales. Imports are forecast to reach 2.6 million hl in 1997/98. Italy, New Zealand and France are the three largest suppliers of wine to Australia. Sources indicate that sharp increases in Australian wine exports in recent years has resulted in a shortage of wine available for the less than \$5.90 market segment. Exports are expected to continue to increase sharply in the medium term, thus U.S. suppliers have an opportunity to supply product to this market segment. The limiting factor will be the rapid increase in Australia's planting, and future production of premium variety wine grapes.

Chile

In 1998, Chile's wine production is forecast at 6.4 million hl, up 20 percent from 1997. See following table for production, supply and distribution data. This year's larger wine grape harvest and increased wine production reflects a significant increase in planted area now coming into production and the end of Chile's three year drought. In addition, increased amounts of table grapes unsuitable for fresh export were used for wine production due to excellent prices.

Currently, Chile exports both bottled and bulk wine to over 100 countries. Exports are

CHILE'S WINE PRODUCTION, SUPPLY & DISTRIBUTION

	Calendar Years		
	-Hectoliters-		
	Revised 1996	Revised 1997	Forecast 1998
SUPPLY			
Beginning Stocks	2,839,596	2,710,899	2,867,895
Production			
from Vitis Vinifera	3,684,800	4,126,976	5,158,700
from Table Grape	1,125,150	1,232,000	1,289,000
TOTAL PRODUCTION	4,809,950	5,358,976	6,447,700
Imports	6,127	134,033	7,500
Total Supply	7,655,673	8,203,908	9,323,095
DISTRIBUTION			
Exports	1,846,774	2,236,013	2,907,000
Domestic Consumption	3,098,000	3,100,000	3,150,000
Ending Stocks	2,710,899	2,867,895	3,266,095
TOTAL	7,655,673	8,203,908	9,323,095

Source: USDA, Foreign Agricultural Service.

forecast to reach 2.9 million hl in 1998, up 30 percent from 1997. The Wine Exporters Association predict export sales to reach \$500 million in 1998, up 20 percent from 1997. The United States and the United Kingdom are Chile's largest export markets for bottled wine. Canada is the largest bulk wine market. In 1998, wine exports to Japan have increased dramatically up over 700 percent from the previous year for the period January through April. As a result, Japan will probably be among the top three export markets for Chilean wine in 1998.

In 1998, Chile's wine imports are at 7,500 hl of wine in 1998, down 94 percent from 1997. In 1997, Chile imported 134,033 hl of wine because of a shortage due to the three year drought. The wine imported was primarily low quality and low-priced to meet the domestic table wine market. Most of the imports were in tetrapacks from Argentina. This trade is not expected to continue, especially since wine production is forecast up slightly because the drought ended last spring, and adverse weather in Argentina for the 1998 has resulted in a very short crop and higher prices.

South Africa

South Africa's wine production in 1998 is forecast at 10 million hectoliters, down less than 1 percent from the previous year. White wine production accounts for almost 90 percent of production, and red wine about 10 percent. As a result of this low level being produced, sources report a shortage of red wine in South Africa.

In terms of trade, South Africa is aggressively marketing and promoting its wines to ensure that it regains market share lost during the isolation years. South Africa's exports are forecast at 1.6 million hl in 1998, up 4 percent from 1997. The European Union is the largest export market; however, South African trade sources indicate that the EU market is shrinking. To counteract this, market development efforts are being put into non-traditional markets, such as the United States, the Far East, Africa, and some Asian countries. At the moment, the Asian Financial Crisis is putting a damper on market development efforts in Asia. Another factor which is expected to slow wine exports during 1998 is that the Government of South Africa has decided to phase out its export subsidy program.

In 1998, wine imports are forecast at 180,321 hl, up slightly from 1997. Imports are not expected to increase significantly this year because of two factors. First, the Government of South Africa has recently increased its import tariff on wine; and secondly, the South African currency, the rand, is depreciating against other international currencies.

For further information on supply, distribution and trade, contact Yvette Wedderburn Bomersheim at 202-720-9903. For information on U.S. marketing opportunities, contact Steve Shnitzler at 202-720-8495.

Asparagus Production and Trade in Selected Countries

A combined record output of fresh asparagus in 5 selected countries in 1998 is forecast at 343,500 tons, up about 1 percent from the previous year. Peru, the world's largest producer, accounted for 42 percent of the total, followed by Spain and the United States. During the same period, asparagus exports from the selected countries are forecast at 162,500 tons. This record export volume represents about a 1 percent increase over the previous years level. Peru, the world's top exporter of fresh asparagus, is expected to once again dominate exports, with shipments forecast at 93,000 tons, down 4 percent from 1997. The United States continues to be Peru's best customer for fresh green asparagus. In 1997, U.S. exports of fresh asparagus valued at \$51 million, declined about 1 percent from the previous year, due mostly to reduced sales to Japan and Switzerland. During the first 6 months of 1998, U.S. sales of fresh asparagus, valued at \$41 million, are below the previous years level by about 5 percent. Smaller exports to Japan accounted for most of this reduction.

Summary

Fresh asparagus production in 1998 in 5 selected countries is estimated at a record 343,500 metric tons, up 1 percent from 1997. Peru, the world's largest producer, accounted for the bulk of the selected countries' output. Because of missing supply and distribution data for Greece, table 2 nor selected countries production estimates include Greece's fresh asparagus production and distribution input. See text for details.

United States

The United States is the world's third largest producer, after Peru and Spain, of fresh asparagus. Production forecast for 1998 is not available. In 1997, U.S. production of fresh asparagus is estimated at 54,477 tons, up 8 percent from the previous year. During the same period, U.S. production of processed asparagus, canned and frozen, is estimated at 35,307 tons, down 11 percent from 1996. Lower production in Michigan and Washington state were the major reason for the decline. In 1997, production of fresh and processed asparagus provided \$134 million and \$48 million in cash receipts to U.S.

farmers, up 30 percent and down 9 percent, respectively, from 1996.

The major U.S. fresh asparagus producing states are California, Michigan, and Washington. Other states producing smaller amounts of asparagus for processing include New Jersey, Illinois, Maryland, Indiana, Oregon, and Minnesota.

California accounts for about 75 percent of the U.S. fresh market production is grown mainly in California's northern Stockton Delta region, the Salinas Valley, the San Joaquin Valley and the Imperial Valley. In Washington state most of the asparagus is grown in the Columbia Basin, and the Yakima and Walla Walla Valleys. In Michigan the majority of the asparagus is grown in Oceana County.

In 1997, exports of fresh asparagus from the United States totaled 15,263 tons valued at \$51 million, up 6 percent in volume and down about 1 percent in value from the previous year. Increased shipments mainly to Canada and Japan, the U.S. top two markets, accounted for most of the gain in exports in 1997. Shipments to Switzerland and the United Kingdom, the other

key U.S. markets, declined 28 and 46 percent, respectively, due mainly to the strong U.S. dollar and ample supplies from European producers. In spite of a reduction in total U.S. exports to Switzerland in 1997, the U.S. increased its market share for asparagus in Switzerland from January to April 1996 from 41 to 48 percent for the same period in 1997.

Peru

Asparagus production in Peru in 1998 is estimated at 145,000 tons, up 2 percent from the revised level in 1997. Peru produces asparagus for two different markets: green asparagus for the United States, and white asparagus for the European market. Green asparagus, accounting for about 35 percent of total production, is packed fresh in 5 kilogram boxes and exported to the U.S., while white asparagus is processed in cans and/or jars and exported to Europe.

In Peru, the average yields are around 6 tons per hectare, but can reach as high as 18 tons per hectare among some of the more efficient producers.

The recent reduction in import tariffs on some agricultural inputs, and new phytosanitary regulations on seed imports, should provide a small boost to the asparagus sector. Producers complain that the GOP has not done enough to repair and expand irrigation systems, expedite land reform, and reduce industrial taxes which could further lower their costs of production.

In 1998, exports of processed asparagus are forecast at 74,000 tons, up 6 percent from the previous year. Peru's most important processed asparagus customers are Spain, Netherlands, France, Germany and Denmark. During the same period, exports of fresh asparagus are forecast at 19,000 tons, up 7 percent from 1997. The United States is the main market for Peru's fresh asparagus.

The GOP does not have an official policy to encourage asparagus production. Most of the GOP's effort is on the marketing side through PROMPEX (the export promotion committee). This organization is fairly new and has been very active and successful in promoting agricultural

exports.

Spain

Production of asparagus in Spain in 1998 is forecast at 69,000 tons, down 9 percent from 1997. This reduction was due to lower area planted, excessive rain and cold weather for days that destroyed about 40 percent of the green asparagus in one of the main growing areas. In Spain, about 80 percent of the area planted to asparagus is under irrigation. In 1997, the area planted to asparagus totaled 20,000 hectares, down 5 percent from the previous year.

The asparagus harvesting period in Spain begins in mid-January for extra-early varieties in Andalucia, and ends in August in the northern producing region. Premium prices are paid to growers for extra-early asparagus in January when green asparagus begins to be marketed.

Spanish consumption of asparagus increased dramatically during the last decade, but has stabilized during the last few years. In 1997, consumption of fresh asparagus is estimated at nearly 50,000 tons, down 4 percent from 1996. Declining demand for canned asparagus has been offset somewhat by an increase in consumption of both fresh and frozen asparagus. Consumption of processed asparagus in 1997 is estimated at 23,659 tons.

Spanish imports of asparagus take place mainly during the off-season months between October and January. In 1997, Spain imported almost 3,000 tons of fresh asparagus, compared to about 2,000 tons in 1996. The major suppliers of fresh asparagus to Spain are Greece, Morocco and Peru. Imports from the U.S. during the same period were zero. Reportedly, South American suppliers shipped fresh asparagus to Spain in 1997 by air.

In 1997, Spanish exports of fresh asparagus totaled 25,860 tons of which 6,000 tons were green and purple-green varieties, compared to 18,189 tons exported in 1996. The European Union (EU) countries are the primary market for fresh exports. Most of Spain's asparagus exports consists of white asparagus used for salads and are sold primarily to EU countries. Spain is making an effort to introduce the green-purple

asparagus variety for use in domestic cooking.

On the policy side, after years of complaints asparagus growers received permission from the EU authorities to create new specific size regulations on canned asparagus imports. Prices paid for third country canned asparagus are generally well below prices paid for Spanish asparagus. Growers have received \$565 per hectare (about 500 ecus per hectare) and only up to 9,000 hectares in the entire EU.

Mexico

Production of fresh asparagus in Mexico in 1998 is estimated at 34,000 tons, up 13 percent from 1997, because of higher yields and new areas coming into production. Asparagus production in Mexico is slated mostly for the export market.

Over 95 percent of Mexico's asparagus is produced in Sonora, Baja California and Guanajuato, with the rest of the production coming from the states of Nuevo Leon, Coahuila and Baja California Sur. Mexico produces two asparagus crops. The major crop is harvested in Baja California and Sonora from late December through early April. A second, but smaller crop is harvested from late June through September in the Bajio region (Guanajuato State). All area devoted to asparagus production in Mexico is under irrigation.

The average farmgate price received for asparagus from the Bajio region in August 1997, averaged about US\$1.80 per kilogram, down 28 percent from 1996, while farmgate price in Baja California in January 1998 averaged about US\$2.10 per kilogram, unchanged from the previous year.

In 1998, fresh asparagus consumption is forecast at 8,065 tons, unchanged from the revised level in the previous year.

There is currently no market promotion efforts being made in Mexico for either domestic or imported asparagus. Some growers say they interested in exploring the possibility of doing market promotions in Mexico.

Mexican exports of asparagus in 1998 are forecast at 26,000 tons, up 18 percent from

1997, mainly due to stronger international demand. The United States is Mexico's largest export market for asparagus.

Mexico's exports of fresh asparagus to the United States peak from the last week of December to the end of January, when U.S. supplies are low. Prices are traditionally higher during this period. Mexico's exports to the U.S. continue until March when production begins in the Stockton/Delta region of California. Mexico also exports fresh asparagus to the U.S. during the summer months, from the last week of June to the end of September.

In Mexico, asparagus imports are subject to a 10 percent duty, except when from the United States where a separate NAFTA tariff schedule applies.

Under NAFTA, Mexico matched the U.S. seasonal tariff lines and phase-out schedule, but will use a 10-year transition period instead of the 15-year period adopted by the United States. The tariff classification numbers are HS 0709.20.10 and 0709.20.90. Mexico's current asparagus tariff schedule for imported asparagus from the United States is as follows: January 1 to 31, duty is 5 percent and February 1 to June 30, the duty is 5 percent. From July 1 to December 31, duty is free.

Switzerland

The production of Swiss green asparagus in 1998 is estimated at 145 tons, up 2 percent from 1997. Swiss asparagus production accounts for about 2 percent of domestic consumption annually. About 70 tons of the local production is marketed directly from the farm to restaurants and private consumers, while the balance is sold through retail channels. Approximately 20 tons of white asparagus is produced domestically and is marketed directly to restaurants in the production area.

Switzerland continues to be a good market for U.S. fresh asparagus because of the Swiss preference for larger-stalked asparagus. The Swiss are willing to pay a premium price for this product which U.S. exporters have found almost impossible to sell in most other markets.

U.S. exports of fresh green asparagus continue to enjoy strong demand in Switzerland, but face stronger competition from other EU producers and a tariff-rate quota system.

With the implementation of Switzerland's Uruguay Round commitments on July 1, 1995, the "three-phase" system was eliminated and replaced by a tariff-rate quota system. Under the new system, imports from May 1-June 15 are subject to a maximum duty of SF 864 per 100 kilograms (to be reduced to SF 734 per 100 kilogram by the year 2000). A certain quantity is approved for import at a lower duty (7 SF per 100 kilograms which goes to zero by the year 2000).

The Swiss government sets allowable quantities of imports at the in-quota rate during May 1 to June 15 of each year based on input from an advisory committee. The committee includes representatives of producer, consumer, and importer groups. The Swiss agreed following bilateral negotiations to set weekly minimum allowable import quantities well in advance. This improves transparency in the market and provides U.S. exporters with more certainty of specific import opportunities during the period of restriction.

Currently, the quantity of imports allowed at the lower duty for May 1 to June 15 period is set on a weekly basis. The quota is divided among traditional importers on the basis of historical share. In 1998, Switzerland established the following minimum quantities for weekly imports (in case of shortage on the local market, additional quotas are granted (amounts shown in parenthesis) on relatively short notice): May 1-4, unlimited; May 5-11, 50 (230) tons; May 12-18, 30 (110) tons; May 19-25, 20 (120) tons; May 26-June 1, 10 (160) tons; May 2-8, 20 (unlimited) tons; and June 9-15, 40 (unlimited) tons.

Greece

Asparagus production in Greece in 1998 is estimated at 30,000 tons, up 15 percent from 1997. Domestic production is comprised of both white and violet asparagus types and is harvested from early-February to mid-May.

Production takes place mainly in the central and west Macedonia region. Some farmers in the Etoloacarnania (western Greece) region have begun to replace non-marketable tobacco varieties with asparagus.

The average yields of asparagus produced in Greece range between 3,600 to 3,700 kilograms per hectare. In 1998, farmers received approximately US\$2.12 to US\$2.18 per kilogram for white and violet type asparagus, while the best prices paid for green asparagus ranged from US \$2.44 to \$2.60 per kilogram. Farm prices received for organically produced green asparagus during the same period ranged from US\$2.60 and above per kilogram.

Domestic consumption of asparagus in Greece is placed at about 1,100 tons per year.

Greece produces an asparagus product that tastes different from their European competitors, and its early harvest allows them to take advantage of market niches and higher prices, especially in Germany. Greece exports about 25,000 tons of asparagus to Germany each year with small quantities going to France, Holland and Spain (the primary competitors). Spain buys second quality product mostly for canning.

Export prices of asparagus in 1998 fluctuated between \$4.38-\$5.47 (c&f Munich) in early season and between \$3.37-\$3.93 in late season.

Germany

Germany is a major producer and consumer of asparagus. In 1998, German production of asparagus, mostly white, is estimated at 40,000 tons, down slightly from 1997, due to cool and unfavorable weather conditions.

In 1997, domestic production of asparagus accounted for 49 percent of total consumption (81,000 tons), making German an attractive import market for fresh asparagus. Traditionally, Greece, Spain and Holland have accounted for the bulk of Germany's asparagus imports.

In 1997, Greece accounted for 47 percent of all German imports, followed by Spain with 24 percent, Holland with 15 percent and France with

6 percent. During this same period, the United States supplied Germany with only 309 tons valued at US\$700,000, down 23 percent in volume and 49 percent in value, due to a strong U.S. dollar. Germany exports small quantities of asparagus, mainly to Austria and the Netherlands.

United Kingdom

Production of asparagus in the United Kingdom (U.K.) remains small, but continues to grow. In 1998, production is forecast at 1,654 tons, up 7 percent from the revised volume in 1997. The increase in the U.K.'s output is due largely to an increase in planted area to over 800 hectares. Planting of asparagus crowns takes place in February, and harvesting begins in mid-April and runs through the end of June. The primary growing areas are Scotland, Norfolk, Suffolk, Cambridgeshire, Cornwall and Kent. Green asparagus accounts for the bulk of production in the United Kingdom.

In 1998, per capita consumption of asparagus in the U.K. remained at about 0.38 kilograms, up from 0.14 kilograms in 1992.

The U.K.'s imports of green asparagus in 1998 are forecast at 3,900 tons, up 25 percent from the revised level in 1997. Spain, accounting for 37 percent of total imports, is the U.K.'s the largest supplier of asparagus, followed by Peru with 19 percent, the United States with 13 percent and France with 10 percent. Imports from the United States (500 tons) are up 29 percent from 1997. Other important, but smaller suppliers included Chile, Ecuador, Mexico, Thailand and South Africa. In 1997, large retail outlets accounted for 90 percent of total sales of domestically produced asparagus. Increasing demand for convenience foods in the U.K. has resulted in a move away from traditional bundles of non-trimmed asparagus spears to pre-packed trimmed spears.

All product marketed in the U.K. is subject to compliance with European Union quality standards, pesticide and plant health legislation. Imports from the United States are subject to the full duty rate of 13.1 percent, down from 16 percent, under tariff code 0709200000. Once the Uruguay Round agreement has been fully

implemented, the duty rate will be reduced to 10.2 percent.

For further information on production and trade, contact Emanuel McNeil at 202-720-2083.

Table 1--United States Asparagus Production and Area

Year	Area 1 /		Production 2 /			Total
	Planted	Harvested	Fresh	Canning	Freezing	
	-----Hectares-----		-----Metric tons-----			
1992	35,780	34,850	62,415	35,081	9,117	106,613
1993	34,463	32,841	56,790	32,115	11,013	99,918
1994	33,424	31,060	59,466	37,324	11,508	108,298
1995	31,056	29,276	49,895	41,391	9,513	100,799
1996	30,822	29,769	50,530	31,779	7,938	90,247
1997	31,420	29,761	54,477	25,773	9,535	89,785

1/ Hectares (1 hectare = 2.471 acres). 2/ Metric tons (1 metric ton = 2,204.622 pounds)

Source: National Agricultural Statistical Service

Table 2-- Fresh Asparagus Production, Supply, and Distribution in Selected Countries

Country/ Year	Production	Imports	Total Supply/ Distribution	Exports	Domestic Consump.
----Metric tons----					
Germany					
1996	36,711	44,700	81,411	500	80,911
1997	40,301	41,000	81,301	500	80,801
1998 Est.	40,500	40,000	80,500	500	80,000
Peru					
1996	127,600	0	127,600	84,700	42,900
1997	140,000	0	140,000	97,000	43,000
1998 Est.	145,000	0	145,000	93,000	52,000
Mexico					
1996	28,210	42	28,252	19,500	8,752
1997	30,000	63	30,063	22,000	8,063
1998 Est.	34,000	65	34,065	26,000	8,065
Spain					
1996	78,100	1,936	80,036	18,189	61,847
1997	75,800	2,880	78,680	25,860	52,820
1998 Est.	69,000	3,000	72,000	26,000	46,000
United States					
1996	50,530	34,534	85,064	14,377	70,687
1997	54,477	40,208	94,685	16,000	78,685
1998 Est.	55,000	42,000	97,000	17,000	80,000
Total					
1996	321,151	81,212	402,363	137,266	265,097
1997	340,578	84,151	424,729	161,360	263,369
1998 Est.	343,500	85,065	428,565	162,500	266,065

Source: U.S. Agricultural Attache Reports and NASS/USDA. Note: Estimated 1998 U.S. production. Official NASS estimates for 1998 production will not be available until January 1999.

Table 3--United States Exports of Fresh and Chilled Asparagus 1/

Destinations	1994	1995	1996	1997	1997 Jan-June	1998 Jan-June
-----Metric tons-----						
Japan	10,269	10,280	6,260	6,478	5,676	4,994
Canada	7,272	5,630	4,666	6,329	5,415	5,568
Switzerland	2,369	1,075	1,988	1,423	1,421	2,549
Germany	844	433	402	309	306	177
United King.	632	539	632	341	236	349
Others	372	330	429	383	316	468
Total	22,018	18,470	14,377	15,263	13,370	14,105

Source: U.S. Department of Commerce, Bureau of the Census.
1/ Calendar years, 1993-1997.

Table 4--United States Imports of Fresh and Chilled Asparagus 1/

Origins	1995		1996		1997	
	(MT)	(\$000)	(MT)	(\$000)	(MT)	(\$000)
Mexico	21,753	37,102	18,441	33,710	21,166	39,149
Colombia	858	2,034	1,234	2,989	1,940	4,628
Guatemala	615	506	546	459	475	427
Ecuador	244	376	242	373	256	328
Peru	9,465	16,774	10,543	18,654	12,707	22,610
Chile	2,362	2,280	2,655	2,346	2,817	2,746
Argentina	463	454	752	839	761	960
New Zealand	5	10	49	105	69	122
Others	126	308	72	216	17	38
Total	35,891	59,844	34,534	59,691	40,208	71,008

Source: U.S. Department of Commerce, Bureau of the Census.
1/ Calendar years, 1993-1997.

JAPANESE IMPORTS OF U.S. HORTICULTURAL PRODUCTS FORECAST TO DECLINE BY TEN PERCENT

Yen depreciations, reduced disposable incomes and higher priced imports have led to reduced imports of horticultural products in 1996 and 1997. Further currency devaluations are forecast to reduce imports of U.S. horticultural products by more than 10 percent in 1998. Calendar year 1998 imports of U.S. horticultural products are forecast at \$1.8 billion down from a high of \$2.5 billion in 1995. With the exception of grape wine and fresh vegetables, 1998 imports of most U.S. products are down from previous year's levels. Categories forecast for the most significant decreases for 1998 are fresh citrus, fruit and vegetable juices, tree nuts, beer and cherries.

OUTLOOK

The Japanese import value of U.S. horticultural products is forecast to decline by more than 10 percent in 1998 to \$1.8 billion. Imports showing big declines for the first half of 1998 are: fresh citrus (which accounts for almost 25 percent of U.S. horticultural imports) off 16 percent; although total of non citrus fruit held steady fresh cherries fell 45 percent; fruit juices were off 18 percent with big declines in apple juice, grapefruit juice and fruit juice mixtures; tree nuts were down 14 percent; beverages were down 10 percent with beer off 41 percent.

Rising Exchange Rate Lowers Demand for Imported Products

The most significant element affecting demand for U.S. products is the rising exchange rate. In 1995, imports of U.S. horticultural products reached an all time high of \$2.5 billion. By 1997 imports declined by 20 percent. During that same time the yearly average exchange rate rose 26 percent. Between January and June of 1988 the rate rose by 11 percent.

During the first half of this year, the Japanese import value of U.S. citrus fruit is down 18 percent. In the first half of 1998, U.S.

grapefruit imports were off 21 percent, U.S. orange imports were off 10 percent, and lemon imports were off by 15 percent compared to the first half of 1997. These declines were due to exchange rate depreciations exacerbating a situation complicated by a 35 percent increase in Japanese tangerine production and a short U.S. crop of "Japan quality" grapefruit.

Last year imports of U.S. non citrus fruits were off 10 percent in nearly all categories, primarily due to exchange rates devaluations. This year imports may well be down in excess of that figure due to a short U.S. sweet cherry crop in California. The California crop was reduced due to cool wet weather during pollination. Nevertheless, sweet cherry sales from the U.S. may increase as supplies from the Pacific northwest become available. Japan is the largest export market for U.S. cherries accounting for about 40 percent of all U.S. cherry sales in 1997.

Japanese Vegetable Imports Remain Stable

The 1998 forecast for Japanese vegetable imports from all principal suppliers are expected to be unchanged from last year. Since vegetables are a staple item in the Japanese diet, overall vegetable consumption has

continued steady in spite of the poor economy. Import demand depends heavily on variations in domestic production as domestic product accounts for nearly 95 percent of consumption. Domestic vegetable prices for 1998 are high due to short supplies caused by excess rain and insufficient sunshine during the spring. In May, the average wholesale price of all fresh vegetables (a market basket of 135 items) reached a ten year high, up 25 percent from the previous year. Prices have been particularly strong for carrots, onions and potatoes. Fresh lettuce is also in short supply.

Demand for the product is strong and growing due to its use in fast food outlets. So far, 1998 vegetable imports from the U.S. are receiving a boost from a strong import demand for onions. Imports of U.S. onions are up 83 percent by value for the first half of 1998 due to a short Japanese domestic crop and steady U.S. prices.

Frozen Vegetable Sector Shows Strength

Japanese imports of frozen vegetables from the U.S. has shown strength in the first half of 1998 due to a strong demand for frozen potatoes. Domestic production of frozen potatoes in 1996 was down 14 percent from the year before because farmers focused on the fresh market which offered significantly higher returns to growers than the processing sector. According to the Japan Frozen Food Association, production of frozen potatoes in 1996 was 33,000 tons. Imports during that year were 207,000 tons. The U.S. accounted for 88 percent of those imports. Demand for imported frozen potatoes is driven by the fast food sector. About 88 percent of frozen potatoes are consumed at hamburger chains, family restaurants, snack bars and other retail outlets. With consumer buying power stagnating at all income levels, Japan's food service sector has altered menus with more lower-priced items. Consumers are increasingly demanding value. For example, McDonald's has lowered prices, has reported record turnover, and in the last two years, has doubled its outlets.

Other Factors Affecting Demand For Imported Products

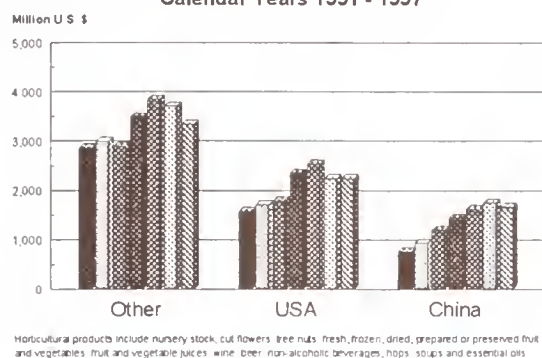
For a variety of reasons domestically produced horticultural products are more expensive than imports. Japan's labor force is growing at a low rate and most of the people are employed in the manufacturing sector which provides a better income than the agricultural sector. Thus, Japan's production of horticultural products is severely constrained by labor shortages and is unable to furnish enough output to fill the demand for the processing and fresh market. In an effort to keep the agricultural sector vibrant, the Government continues to maintain a general policy which protects high cost domestic producers, the distribution network, and manufacture-based pricing. All of this helps keep Japanese retail prices substantially higher than almost any other developed country.

The Competition For the Fresh Fruit and Vegetable Market

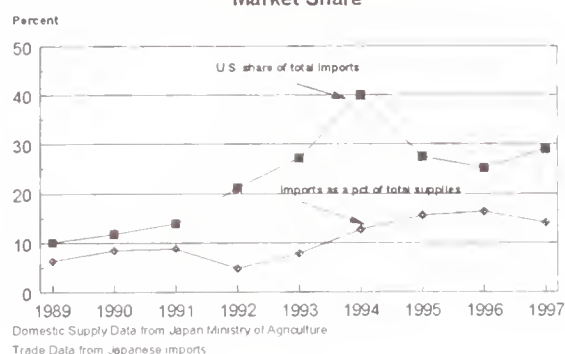
The United States major competitors for fresh fruit in Japan are Canada, Chile, and New Zealand. Although China produces large quantities of fruit there is no indication that this country will become a major supplier in the near future. China has yet to demonstrate that it has the quality to export or that it has the infrastructure necessary to become a sustained reliable supplier.

China and Southeast Asia are the principal suppliers of oriental vegetables. In recent years these countries have begun to grow and ship to Japan increasing quantities of western style vegetables, much of it with seed and expertise from Japanese trading companies. This is also true for frozen vegetables, due to the heavy Japanese investment of quick freeze facilities.

**Japanese Horticultural Imports
Principal Suppliers
Calendar Years 1991 - 1997**



**Japanese Fresh Vegetable
Market Share**



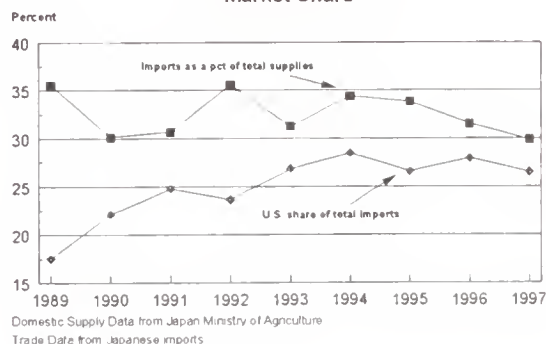
U.S. Market Share Remains Steady

In 1997, Japan's horticultural imports from the world declined 12 percent from the all time high in 1995. During the same period, imports from the U.S. declined 18 percent. However, U.S. overall market share only dropped 2 percentage points to equal 28 percent. This is because of sizable declines in high value items, such as brandy and mushrooms, of which the United States is a small supplier.

The following graphs show that over the years the U.S. market share for fresh fruits and vegetables, which account for 40 percent of Japanese horticultural imports from the U.S., have remained strong.

For further information on production, supply, distribution and trade contact Robert Knapp Horticultural and Tropical Products Division, (202) 720-4620.

**Japanese Fresh Fruit
Market Share**



Japanese Horticultural Imports from the World

	CALENDAR YEAR			CALENDAR YEAR		
	1995	1996	1997	1995	1996	1997
	Millions of US Dollars			Quantity Metric Tons or 1000 Liters		
Fresh Citrus Fruit						
Grapefruit	280	269	255	278,129	270,479	283,773
Lemons	144	129	147	94,812	93,681	89,423
Oranges Incl. Mandarins	204	165	158	186,900	157,797	177,800
Other Citrus	0	0	0	1	9	44
-- Total --	628	563	560	559,841	521,966	551,040
Fresh Non-Citrus Fruit						
Apples	16	1	0	9,295	710	150
Avocados	11	14	14	4,726	6,455	6,040
Bananas	446	435	438	874,108	819,086	885,454
Cherries	123	92	83	12,208	11,336	12,492
Grapes	24	17	17	8,630	6,751	7,351
Melons	40	33	24	32,750	29,118	24,313
Papaya	21	21	19	6,373	6,029	5,104
Pears	0	0	0	16	16	9
Strawberries	37	34	34	5,134	4,491	4,686
Other Non-Citrus	183	178	165	163,123	155,572	147,716
-- Total --	901	825	794	1,116,364	1,039,564	1,093,315
Canned/Prepared Fruit						
Canned Cherries	17	21	20	7,492	8,233	8,424
Canned Peaches	89	70	65	84,410	64,911	64,652
Canned Pineapple	60	52	49	75,284	59,291	55,334
Jams and Jellies	33	33	32	10,665	8,372	8,824
Other Canned/Prepared Fruits	526	428	345	288,339	225,734	204,264
-- Total --	725	604	511	466,190	366,541	341,498
Dried Fruit						
Dried Prunes	35	31	39	14,255	13,427	18,329
Raisins	45	49	46	29,243	30,819	27,971
Other Dried Fruit	78	70	74	119,124	107,321	107,594
-- Total --	158	150	159	162,622	151,567	153,894
Frozen Fruit						
Frozen Strawberries	50	47	43	29,786	28,196	27,199
Other Frozen Fruit	47	55	56	20,564	24,164	22,961
-- Total --	97	102	99	50,350	52,360	50,160

Japanese Horticultural Imports from the World

	CALENDAR YEAR			CALENDAR YEAR		
	1995	1996	1997	1995	1996	1997
	Millions of US Dollars			Quantity Metric Tons or 1000 Liters		
Fruit and Vegetable Juices						
Grapefruit Juice	32	35	25	14,619	19,298	15,666
Orange Juice (Not Conc.)	43	46	30	24,890	26,164	21,216
Frozen Conc. Orange Juice	110	119	96	56,286	57,093	58,599
Grape Juice	37	42	42	15,200	17,027	15,570
Apple Juice	151	165	121	74,695	64,138	56,234
Other Juices	165	130	99	75,273	51,311	33,782
-- Total --	538	537	413	260,963	235,031	201,067
Fresh Vegetables						
Asparagus	121	113	98	22,736	22,199	21,078
Broccoli	142	131	120	86,294	76,557	75,303
Celery	4	3	3	4,192	4,225	3,942
Lettuce	5	5	5	2,784	2,646	2,281
Onions and Shallots	138	77	57	246,177	184,835	174,987
Pumpkins	115	106	98	131,844	143,790	135,665
Tomatoes	2	2	3	476	502	977
Other Fresh Vegetables	448	405	386	138,927	128,715	117,126
-- Total --	975	842	770	633,430	563,469	531,359
Canned/Pres. Vegetables						
Catsup and Other Sauces	99	109	115	35,516	40,237	46,757
Canned Mushrooms	57	58	54	24,717	22,718	25,824
Canned Sweet Corn	77	42	75	61,945	55,707	61,058
Tomato Paste and Puree	134	129	122	138,734	133,915	138,976
Sauces and Soups	104	120	126	41,469	48,486	55,398
Other Canned/Pres. Veg.	511	572	426	463,487	479,839	422,005
-- Total --	982	1,030	918	765,868	780,902	750,018
Frozen Vegetables						
Frozen Potato, French Fry	196	217	218	183,252	206,721	217,722
Sweet Corn	61	59	63	93,803	93,013	100,884
Other Frozen Potatoes	20	26	29	16,754	21,308	24,004
Other Frozen Veg.	378	402	413	253,166	264,312	277,382
-- Total --	655	704	723	546,975	585,354	619,992
Dried Vegetables						
Dried Onions	15	16	16	10,107	11,052	11,452
Dried Potato Products	60	60	44	78,277	66,754	59,699
Potato Chips	70	50	35	18,291	14,212	9,058
Other Dried Veg.	321	404	405	136,436	156,114	153,220
-- Total --	466	530	500	243,111	248,132	233,429

Japanese Horticultural Imports from the World

	CALENDAR YEAR			CALENDAR YEAR		
	1995	1996	1997	1995	1996	1997
	Millions of US Dollars			Quantity Metric Tons or 1000 Liters		
Tree Nuts						
Almonds, Shelled/Prep.	104	121	101	22,569	17,970	18,490
Almonds, Unshelled	0	0	1	98	47	86
Pistachios	36	31	25	8,565	6,984	5,124
Shelled Walnuts	36	49	47	8,515	9,110	8,504
Walnuts	1	1	1	290	341	259
Other Nuts	201	165	155	53,387	45,016	44,269
-- Total --	378	367	330	93,424	79,468	76,732
Nursery Products						
Cut Flowers	212	170	143	na	na	na
Other Nursery	250	278	246	na	na	na
-- Total --	462	448	389	na	na	na
Hops and Products						
Hops Extracts	7	6	3	100	118	87
Hops Pellets	82	75	61	8,011	7,617	7,302
Hops Cones	0	1	1	4	75	67
-- Total --	89	82	65	8,115	7,810	7,456
Wine and Beverages						
Beer	257	164	110	273,571	186,655	132,236
Sparkling Wine	98	95	101	7,146	7,522	8,380
Grape Wine	365	409	542	100,523	99,829	136,805
Other Wine Products	11	10	17	6,993	6,287	9,598
Vermouth	6	7	6	2,010	2,352	2,255
Other Fermented Beverages	634	542	421	31,484	44,037	47,496
-- Total --	1,371	1,227	1,197	421,727	327,770	318,826
Essential Oils	107	120	110	15,681	19,418	22,679
-- Total --	8,532	8,131	7,538			

Japanese Imports from the United States

	CALENDAR YEAR			CALENDAR YEAR		
	1995	1996	1997	1995	1996	1997
	Millions of US Dollars			Quantity Metric Tons or 1000 Liters		
Fresh Citrus Fruit						
Grapefruit	235	217	202	243,181	224,137	222,398
Lemons	129	114	126	87,852	86,656	78,188
Oranges Incl. Mandarins	189	141	132	175,852	138,922	152,877
Other Citrus	0	0	0	0	0	0
-- Total --	553	472	460	506,885	449,715	453,463
Fresh Non-Citrus Fruit						
Apples	15	1	0	8,935	404	105
Avocados	5	7	5	1,803	2,609	1,624
Bananas	0	0	0	0	0	0
Cherries	123	92	82	12,182	11,309	12,467
Grapes	11	9	6	3,836	2,750	2,488
Melons	20	13	8	21,083	14,566	10,355
Papaya	21	21	19	6,307	5,939	4,958
Pears	0	0	0	0	0	0
Strawberries	35	32	33	4,843	4,187	4,476
Other Non-Citrus	19	19	21	841	934	1,475
-- Total --	249	194	174	59,830	42,699	37,948
Canned/Prepared Fruit						
Canned Cherries	5	4	5	2,242	1,834	2,080
Canned Peaches	6	4	3	4,895	3,136	2,708
Canned Pineapple	2	1	1	1,583	733	371
Jams and Jellies	3	3	3	1,246	825	754
Other Canned/Prepared Fruits	38	26	26	24,442	17,043	11,891
-- Total --	54	38	38	34,408	23,571	17,804
Dried Fruit						
Dried Prunes	35	31	39	14,253	13,422	18,320
Raisins	40	44	41	25,785	27,807	24,582
Other Dried Fruit	7	7	9	917	813	984
-- Total --	83	82	89	40,955	42,042	43,886
Frozen Fruit						
Frozen Strawberries	30	29	24	16,422	15,439	13,796
Other Frozen Fruit	7	8	14	3,507	4,038	6,277
-- Total --	37	37	38	19,929	19,477	20,073

Japanese Imports from the United States

	CALENDAR YEAR			CALENDAR YEAR		
	1995	1996	1997	1995	1996	1997
	Millions of US Dollars			Quantity Metric Tons or 1000 Liters		
Fruit and Vegetable Juices						
Grapefruit Juice	27	27	21	12,529	16,085	13,646
Orange Juice (Not Conc.)	8	9	3	6,506	7,319	2,868
Frozen Conc. Orange Juice	20	33	29	10,016	15,875	16,048
Grape Juice	21	26	23	7,913	9,908	7,308
Apple Juice	56	39	31	29,476	17,887	12,618
Other Juices	73	56	44	44,434	26,168	15,205
-- Total --	205	190	151	110,874	93,243	67,964
Fresh Vegetables						
Asparagus	34	28	22	5,682	5,234	4,669
Broccoli	133	126	116	73,355	72,191	70,539
Celery	4	3	3	4,187	4,225	3,942
Lettuce	5	5	4	2,743	2,597	2,280
Onions and Shallots	59	34	35	131,626	97,273	120,503
Pumpkins	6	5	4	7,085	6,361	5,226
Tomatoes	0	0	0	0	0	216
Other Fresh Vegetables	19	20	22	2,920	3,542	2,705
-- Total --	260	221	206	227,597	191,423	210,080
Canned/Pres. Vegetables						
Catsup and Other Sauces	37	38	36	13,102	13,972	11,881
Canned Mushrooms	0	9	6	0	2	1
Canned Sweet Corn	65	60	63	51,774	51,364	53,809
Tomato Paste and Puree	14	15	17	14,467	16,573	19,636
Sauces and Soups	37	42	43	15,701	18,153	19,135
Other Canned/Pres. Veg.	80	51	38	24,806	21,672	16,291
-- Total --	233	215	203	119,850	121,736	120,753
Frozen Vegetables						
Frozen Potato, French Fry	171	190	192	162,330	182,318	193,866
Sweet Corn	49	48	50	75,070	76,284	81,360
Other Frozen Potatoes	16	20	20	11,871	15,274	16,217
Other Frozen Veg.	54	52	45	23,296	24,920	27,551
-- Total --	290	310	307	272,567	298,796	318,995
Dried Vegetables						
Dried Onions	13	13	14	8,322	8,364	8,857
Dried Potato Products	31	32	23	26,710	23,243	21,955
Potato Chips	68	50	34	17,867	14,000	8,735
Other Dried Veg.	8	11	15	1,040	1,567	1,871
-- Total --	120	106	87	53,939	47,174	41,418

Japanese Imports from the United States

	CALENDAR YEAR			CALENDAR YEAR		
	1995	1996	1997	1995	1996	1997
	Millions of US Dollars			Quantity Metric Tons or 1000 Liters		
Tree Nuts						
Almonds, Shelled/Prep.	102	117	98	22,217	17,319	18,045
Almonds, Unshelled	0	0	1	98	47	86
Pistachios	5	5	4	1,038	999	825
Shelled Walnuts	32	41	38	6,861	6,863	6,158
Walnuts	1	1	1	241	341	239
Other Nuts	17	18	16	1,804	1,668	1,440
-- Total --	157	182	158	32,259	27,237	26,793
Nursery Products						
Cut Flowers	6	5	4	na	na	na
Other Nursery	11	11	11	na	na	na
-- Total --	17	16	15	na	na	na
Hops and Products						
Hops Extracts	0	1	1	10	20	26
Hops Pellets	5	3	2	601	547	481
Hops Cones	0	0	0	4	3	4
-- Total --	5	3	3	615	570	511
Wine and Beverages						
Beer	177	105	65	194,784	130,556	87,132
Sparkling Wine	2	2	2	559	576	595
Grape Wine	24	26	32	9,178	8,942	10,107
Other Wine Products	0	0	0	0	0	0
Vermouth	0	0	0	20	92	154
Other Fermented Beverages	14	13	19	2,670	5,154	9,308
-- Total --	217	146	118	206,069	145,320	107,296
Essential Oils	45	44	38	2,197	2,089	2,261
-- Total --	2,525	2,256	2,085			

Japanese Imports from China

	CALENDAR YEAR			CALENDAR YEAR		
	1995	1996	1997	1995	1996	1997
	Millions of US Dollars			Quantity Metric Tons or 1000 Liters		
Fresh Citrus Fruit						
Grapefruit	0	0	0	0	46	0
Lemons	0	0	0	0	0	0
Oranges Incl. Mandarins	0	0	0	0	0	0
Other Citrus	0	0	0	1	0	0
-- Total --	0	0	0	1	46	0
Fresh Non-Citrus Fruit						
Apples	0	0	0	0	0	0
Avocados	0	0	0	0	0	0
Bananas	1	1	4	1,103	565	4,685
Cherries	0	0	0	0	0	0
Grapes	0	0	0	0	0	0
Melons	0	0	0	115	12	103
Papaya	0	0	0	0	0	0
Pears	0	0	0	0	0	0
Strawberries	0	0	0	0	0	0
Other Non-Citrus	0	0	0	0	70	28
-- Total --	0	0	0	1,218	647	4,816
Canned/Prepared Fruit						
Canned Cherries	2	4	2	944	1,472	1,039
Canned Peaches	39	29	27	36,161	26,716	28,068
Canned Pineapple	0	0	0	40	0	34
Jams and Jellies	1	0	0	334	54	1
Other Canned/Prepared Fruits	171	128	121	140,466	95,274	93,712
-- Total --	213	161	150	177,944	123,516	122,855
Dried Fruit						
Dried Prunes	0	0	0	0	0	0
Raisins	0	0	0	42	79	64
Other Dried Fruit	13	12	14	7,571	6,752	7,342
-- Total --	13	13	14	7,613	6,831	7,406
Frozen Fruit						
Frozen Strawberries	7	8	9	6,399	6,752	7,755
Other Frozen Fruit	14	14	15	6,824	7,907	7,330
-- Total --	21	22	24	13,223	14,659	15,085

Japanese Imports from China

	CALENDAR YEAR			CALENDAR YEAR		
	1995	1996	1997	1995	1996	1997
	Millions of US Dollars			Quantity Metric Tons or 1000 Liters		
Fruit and Vegetable Juices						
Grapefruit Juice	0	0	0	0	0	0
Orange Juice (Not Conc.)	0	0	0	15	165	113
Frozen Conc. Orange Juice	0	0	0	0	0	0
Grape Juice	0	0	1	21	10	108
Apple Juice	0	0	0	0	0	0
Other Juices	2	2	3	1,182	920	1,221
-- Total --	3	2	4	1,218	1,095	1,442
Fresh Vegetables						
Asparagus	2	2	1	587	527	370
Broccoli	1	0	1	1	0	1
Celery	0	0	0	0	0	0
Lettuce	0	0	0	20	0	0
Onions and Shallots	4	3	3	7,715	7,214	8,104
Pumpkins	0	0	0	0	0	0
Tomatoes	0	0	0	0	0	0
Other Fresh Vegetables	210	224	200	79,414	78,383	82,686
-- Total --	217	229	205	87,736	86,124	91,161
Canned/Pres. Vegetables						
Catsup and Other Sauces	3	3	4	4	3	6
Canned Mushrooms	45	46	43	20,007	18,127	21,419
Canned Sweet Corn	0	0	0	151	230	229
Tomato Paste and Puree	18	11	16	22,923	14,268	22,137
Sauces and Soups	6	7	8	3,780	3,713	6,795
Other Canned/Pres. Veg.	400	467	387	14,466	95,274	93,712
-- Total --	472	534	458	61,331	131,615	144,298
Frozen Vegetables						
Frozen Potato, French Fry	0	1	1	150	558	517
Sweet Corn	0	0	0	0	0	0
Other Frozen Potatoes	0	0	0	0	2	0
Other Frozen Veg.	157	186	194	121,864	138,757	149,970
-- Total --	157	187	195	122,014	139,317	150,487
Dried Vegetables						
Dried Onions	1	1	1	1,115	1,553	1,258
Dried Potato Products	0	0	0	92	0	0
Potato Chips	0	0	0	30	0	32
Other Dried Veg.	197	304	316	31,548	35,243	36,436
-- Total --	198	305	317	32,785	36,796	37,726

Japanese Imports from China

	CALENDAR YEAR			CALENDAR YEAR		
	1995	1996	1997	1995	1996	1997
	Millions of US Dollars			Quantity Metric Tons or 1000 Liters		
Tree Nuts						
Almonds, Shelled/Prep.	0	0	0	0	0	0
Almonds, Unshelled	0	0	0	0	1	0
Pistachios	0	0	0	0	13	0
Shelled Walnuts	5	7	9	1,631	2,247	2,345
Walnuts	0	0	0	0	0	10
Other Nuts	103	99	89	35,731	35,126	33,957
-- Total --	108	106	98	37,362	37,386	36,312
Nursery Products						
Cut Flowers	1	1	0	na	na	na
Other Nursery	17	18	18	na	na	na
-- Total --	18	19	18	na	na	na
Hops and Products						
Hops Extracts	0	0	0	0	0	0
Hops Pellets	1	1	2	162	200	311
Hops Cones	0	0	0	0	0	5
-- Total --	1	1	2	162	200	316
Wine and Beverages						
Beer	1	1	1	737	772	712
Sparkling Wine	0	0	0	0	0	0
Grape Wine	0	0	0	67	79	81
Other Wine Products	0	0	0	42	0	16
Vermouth	1	2	2	598	822	719
Other Fermented Beverages	17	15	17	6,896	6,954	6,850
-- Total --	19	18	19	8,340	8,627	8,378
Essential Oils	8	14	6	650	806	342
-- Total --	1,449	1,611	1,517	Not Applicable		

US AND CHINESE SHARE OF SELECTED JAPANESE HORTICULTURAL IMPORTS
CALENDAR YEAR

	UNITED STATES			CHINA		
	1995	1996	1997	1995	1996	1997
	PERCENT VOLUME			PERCENT VOLUME		
Fresh Citrus Fruit						
Grapefruit						
Lemons	93	93	87	0	0	0
Oranges Incl. Mandarins	94	88	86	0	0	0
Other Citrus	0	0	0	100	5	0
-- Total --	91	86	82	0	0	0
Fresh Non-Citrus Fruit						
Apples	96	57	71	0	0	0
Avocados	38	40	27	0	0	0
Bananas	0	0	0	0	0	1
Cherries	100	100	100	0	0	0
Grapes	44	41	34	0	0	0
Melons	64	50	43	0	0	0
Papaya	99	99	97	0	0	0
Pears	0	0	0	0	0	0
Strawberries	94	93	96	0	0	0
Other Non-Citrus	1	1	1	0	0	0
-- Total --	5	4	3	0	0	0
Canned/Prepared Fruit						
Canned Cherries	30	22	25	13	18	12
Canned Peaches	6	5	4	43	41	43
Canned Pineapple	2	1	1	0	0	0
Jams and Jellies	12	10	9	3	1	0
Other Canned/Prepared Fruits	8	8	6	49	42	46
-- Total --	7	6	5	38	34	36
Dried Fruit						
Dried Prunes	100	100	100	0	0	0
Raisins	88	90	88	0	0	0
Other Dried Fruit	1	1	1	6	6	7
-- Total --	25	28	29	5	5	5
Frozen Fruit						
Frozen Strawberries	55	55	51	21	24	29
Other Frozen Fruit	17	17	27	33	33	32
-- Total --	40	37	40	26	28	30

US AND CHINESE SHARE OF SELECTED JAPANESE HORTICULTURAL IMPORTS
CALENDAR YEAR

	UNITED STATES			CHINA		
	1995	1996	1997	1995	1996	1997
	PERCENT VOLUME			PERCENT VOLUME		
Fruit and Vegetable Juices						
Grapefruit Juice	86	83	87	0	0	0
Orange Juice (Not Conc.)	26	28	14	0	1	1
Frozen Conc. Orange Juice	18	28	27	0	0	0
Grape Juice	52	58	47	0	0	1
Apple Juice	39	28	22	0	0	0
Other Juices	59	51	45	2	2	4
-- Total --	42	40	34	0	0	1
Fresh Vegetables						
Asparagus	25	24	22	3	2	2
Broccoli	85	94	94	0	0	0
Celery	100	100	100	0	0	0
Lettuce	99	98	100	1	0	0
Onions and Shallots	53	53	69	3	4	5
Pumpkins	5	4	4	0	0	0
Tomatoes	0	0	22	0	0	0
Other Fresh Vegetables	2	3	2	57	61	71
-- Total --	36	34	40	14	15	17
Canned/Pres. Vegetables						
Catsup and Other Sauces	37	35	25	0	0	0
Canned Mushrooms	0	0	0	81	80	83
Canned Sweet Corn	84	92	88	0	0	0
Tomato Paste and Puree	10	12	14	17	11	16
Sauces and Soups	38	37	35	9	8	12
Other Canned/Pres. Veg.	5	5	4	3	20	22
-- Total --	16	16	16	8	17	19
Frozen Vegetables						
Frozen Potato, French Fry	89	88	89	0	0	0
Sweet Corn	80	82	81	0	0	0
Other Frozen Potatoes	71	72	68	0	0	0
Other Frozen Veg.	9	9	10	48	52	54
-- Total --	50	51	51	22	24	24
Dried Vegetables						
Dried Onions	82	76	77	11	14	11
Dried Potato Products	34	35	37	0	0	0
Potato Chips	98	99	96	0	0	0
Other Dried Veg.	1	1	1	23	23	24
-- Total --	22	19	18	13	15	16

US AND CHINESE SHARE OF SELECTED JAPANESE HORTICULTURAL IMPORTS
CALENDAR YEAR

	UNITED STATES			CHINA		
	1995	1996	1997	1995	1996	1997
	PERCENT VOLUME			PERCENT VOLUME		
Tree Nuts						
Almonds, Shelled/Prep.	98	96	98	0	0	0
Almonds, Unshelled	100	100	100	0	1	0
Pistachios	12	14	16	0	0	0
Shelled Walnuts	81	75	72	19	25	28
Walnuts	83	100	92	0	0	4
Other Nuts	3	4	3	67	78	77
-- Total --	35	34	35	40	47	47
Nursery Products						
Cut Flowers	na	na	na	na	na	na
Other Nursery	na	na	na	na	na	na
-- Total --	na	na	na	na	na	na
Hops and Products						
Hops Extracts	10	17	29	0	0	0
Hops Pellets	8	7	7	2	3	4
Hops Cones	100	4	6	0	0	7
-- Total --	8	7	7	2	3	4
Wine and Beverages						
Beer	71	70	66	0	0	1
Sparkling Wine	8	8	7	0	0	0
Grape Wine	9	9	7	0	0	0
Other Wine Products	0	0	0	1	0	0
Vermouth	1	4	7	30	35	32
Other Fermented Beverages	8	12	20	22	16	14
-- Total --	49	44	34	2	3	3
Essential Oils	14	11	10	4	4	2
-- Total BY VALUE 1/--	30	28	28	17	20	20

1/Total market share is measured by value because the quantity of horticultural products can not be aggregated as they are measured by either metric tons or by liters.

U.S. Exports of Selected Horticultural Products

Product and Country		Quantity					Values (1000 Dollars)				
Country Region		Jun FY 1997	Jun FY 1998	Oct-Jun FY 1997	Oct-Jun FY 1998	Oct-Sep FY 1997	Jun FY 1997	Jun FY 1998	Oct-Jun FY 1997	Oct-Jun FY 1998	Oct-Sep FY 1997
Fresh Apples	MT										
Canada		6,540	6,989	66,231	73,587	88,955	4,214	5,389	47,144	56,379	63,812
Mexico		10,572	9,475	76,711	46,203	93,537	5,587	5,229	37,576	25,550	46,524
Indonesia		7,932	426	51,634	9,511	73,491	4,146	159	31,292	5,517	42,923
Hong Kong		2,730	3,320	35,374	35,985	46,878	1,485	1,546	20,389	19,953	27,052
Taiwan		3,983	4,622	99,740	98,629	113,819	2,570	2,637	66,186	62,074	74,674
Other Countries		16,944	11,659	232,051	177,363	273,069	9,281	6,112	133,406	99,462	157,386
Subtotal:----		48,701	36,491	561,742	441,278	689,749	27,283	21,071	335,993	268,935	412,371
Fresh Pears	MT										
European Union		126	171	7,085	19,455	7,471	61	68	3,362	8,948	3,539
Canada		596	1,170	23,978	33,620	40,526	582	965	20,626	22,160	30,807
Mexico		1,680	3,767	24,683	38,881	34,021	816	1,996	11,777	20,094	16,380
Brazil		0	0	16,813	14,942	19,378	0	0	7,229	6,198	8,660
Taiwan		161	8	4,414	3,521	5,215	110	7	2,757	1,730	3,207
Other Countries		202	363	17,363	22,240	19,798	92	203	11,957	12,900	13,460
Subtotal:----		2,764	5,479	94,336	132,658	126,409	1,660	3,240	57,709	72,030	76,052
Fresh Apricots	MT										
European Union		20	30	278	55	286	54	139	388	205	408
Canada		2,006	1,509	3,662	2,001	4,366	2,029	2,114	3,733	2,828	4,597
Mexico		770	518	993	590	1,224	650	417	805	473	986
Taiwan		29	18	37	620	372	30	23	40	652	394
Japan		0	1	48	52	85	0	6	68	63	97
Other Countries		6	45	120	210	271	8	363	113	483	256
Subtotal:----		2,830	2,121	5,137	3,528	6,604	2,771	3,063	5,147	4,704	6,738
Fresh Cherries	MT										
European Union		845	902	5,324	6,241	10,369	2,715	2,826	7,943	6,944	21,988
Canada		2,797	2,792	4,228	2,966	7,263	6,888	6,286	10,652	6,710	17,824
Hong Kong		867	1,194	1,142	1,235	2,764	2,420	3,442	3,335	3,489	6,989
Taiwan		1,664	2,560	2,472	2,764	4,917	5,035	8,867	8,891	9,982	15,536
Japan		4,536	4,091	11,364	7,008	13,003	24,895	21,805	66,213	38,748	74,257
Other Countries		262	280	445	588	1,085	842	1,020	1,640	1,737	3,548
Subtotal:----		10,970	11,820	24,976	20,801	39,400	42,796	44,245	98,674	67,611	140,144
Fresh Peach/Nect	MT										
Canada		12,989	10,320	22,502	15,288	51,869	11,586	10,518	21,902	16,990	44,366
Mexico		1,462	429	3,084	2,551	15,270	884	255	1,800	1,519	7,451
Brazil		140	25	200	32	843	119	27	177	43	713
Hong Kong		1,069	856	1,629	1,073	3,668	836	672	1,356	825	2,817
Taiwan		5,023	2,843	6,621	3,068	26,329	6,670	3,864	8,375	4,290	32,499
Other Countries		699	801	1,565	1,368	5,366	849	662	1,676	1,113	4,892
Subtotal:----		21,380	15,274	35,601	23,381	103,345	20,944	15,997	35,286	24,779	92,737
Fr. Plums/Prunes	MT										
Canada		5,783	3,068	7,962	5,280	25,023	5,033	3,897	7,986	6,592	21,232
Mexico		519	279	1,068	643	4,796	326	169	653	420	2,862
Malaysia		362	0	368	35	1,675	298	0	307	42	1,281
Hong Kong		1,763	410	2,072	530	12,147	1,652	364	1,966	537	11,067
Taiwan		3,326	146	3,581	302	20,835	2,939	123	3,192	277	18,123
Other Countries		1,028	408	1,828	1,497	7,430	958	493	1,902	1,607	6,659
Subtotal:----		12,780	4,312	16,878	8,288	71,906	11,207	5,046	16,006	9,475	61,224
Fr. Avocados	MT										
European Union		17	74	2,354	241	2,501	65	123	2,440	531	2,817
Canada		160	62	874	760	1,316	203	72	985	869	1,518
Korea, Republic o		2	3	59	28	91	5	4	115	44	175
Hong Kong		10	15	77	33	80	27	25	131	100	135
Japan		374	424	1,565	619	1,784	739	776	2,971	1,000	3,473
Other Countries		5	0	46	92	48	8	0	82	153	96
Subtotal:----		568	577	4,974	1,775	5,819	1,047	1,000	6,723	2,697	8,215
Fr. Kiwifruit	MT										
Canada		163	208	2,923	3,782	3,246	150	292	3,099	4,792	3,449
Mexico		0	0	303	437	303	0	0	268	344	268
Russian Federatio		7	0	71	52	71	12	0	70	71	70
Korea, Republic o		0	0	1,558	0	1,558	0	0	2,787	0	2,787
Hong Kong		0	6	213	187	213	0	13	383	332	383
Other Countries		0	0	22	962	47	0	0	56	1,245	79
Subtotal:----		170	214	5,090	5,420	5,438	162	305	6,663	6,784	7,036
Fresh Grapes	MT										
Canada		6,217	5,845	32,832	37,834	91,966	8,750	7,788	52,234	53,942	116,808
Mexico		13	19	7,399	19,611	12,706	12	17	7,795	17,609	12,752
Philippines		599	264	7,833	10,944	12,592	825	252	11,319	11,864	16,740
Hong Kong		1,106	420	14,384	24,895	47,881	1,714	463	23,211	33,877	65,970
Taiwan		79	108	6,209	3,264	15,107	94	88	7,557	3,628	18,995
Other Countries		3,343	3,423	31,190	42,072	53,305	6,118	6,306	49,640	58,870	78,463
Subtotal:----		11,356	10,078	99,847	138,622	233,558	17,513	14,914	151,755	179,789	309,727

U.S. Exports of Selected Horticultural Products

Product and Country		Quantity				Values (1000 Dollars)				
Country Region	Jun FY 1997	Jun FY 1998	Oct-Jun FY 1997	Oct-Jun FY 1998	Oct-Sep FY 1997	Jun FY 1997	Jun FY 1998	Oct-Jun FY 1997	Oct-Jun FY 1998	Oct-Sep FY 1997
Fresh Strawberries MT										
European Union	552	456	1,400	1,253	3,622	1,142	1,154	3,660	3,428	9,212
Canada	4,277	5,161	32,738	27,861	39,978	7,012	7,365	47,062	45,050	57,300
Mexico	56	235	318	573	1,354	107	288	506	901	2,310
Thailand	0	0	171	0	288	0	0	301	0	511
Japan	742	668	3,244	2,985	6,858	2,671	2,162	12,327	10,794	26,262
Other Countries	50	20	346	302	514	169	172	1,033	1,023	1,414
Subtotal:----	5,676	6,540	38,216	32,974	52,615	11,101	11,140	64,888	61,196	97,010
Fresh Oranges Inc Tmpl MT										
Canada	11,809	13,775	185,160	186,503	198,847	6,175	7,295	95,141	94,555	102,434
Malaysia	3,854	3,827	19,257	17,309	21,343	1,931	1,974	10,562	9,392	11,689
Korea, Republic o	7,429	2,197	28,179	23,911	31,760	4,369	1,877	17,824	16,722	20,739
Hong Kong	13,607	20,775	107,146	145,823	133,150	7,962	11,575	60,242	89,194	75,655
Japan	10,100	12,962	111,997	111,283	123,521	5,557	8,067	61,807	65,048	69,023
Other Countries	8,764	11,942	69,701	72,921	81,807	4,582	6,719	37,328	40,585	43,663
Subtotal:----	55,562	65,478	521,441	557,750	590,428	30,577	37,506	282,905	315,496	323,203
Fresh Grapefruit MT										
European Union	209	15	137,753	136,919	140,246	138	5	59,658	54,094	60,956
Canada	3,796	2,937	66,071	47,473	74,982	1,538	1,752	25,118	24,596	29,244
Hong Kong	376	131	6,940	2,661	7,587	278	89	3,987	1,341	4,319
Taiwan	1,398	545	22,881	13,122	26,174	719	309	10,230	5,450	11,711
Japan	10,361	8,630	209,236	163,094	221,912	5,039	5,058	118,129	90,683	124,930
Other Countries	590	225	12,801	5,106	13,501	462	90	8,784	2,625	9,247
Subtotal:----	16,730	12,482	455,683	368,374	484,403	8,173	7,303	225,906	178,789	240,408
Fresh Lemons MT										
European Union	0	5	1,181	724	1,184	0	4	924	445	926
Canada	2,140	1,767	20,933	20,789	22,736	1,714	1,264	13,584	11,321	15,242
Korea, Republic o	686	177	2,683	1,792	3,877	647	114	2,339	1,294	3,810
Hong Kong	525	365	7,975	9,588	8,744	534	308	5,251	6,188	6,070
Japan	8,385	6,306	63,830	56,624	79,266	8,638	4,724	66,006	47,317	91,439
Other Countries	132	88	4,119	6,006	4,472	79	42	2,950	3,991	3,169
Subtotal:----	11,869	8,708	100,721	95,524	120,279	11,612	6,457	91,053	70,555	120,656
Fresh Tang/Mand MT										
European Union	0	0	2,022	956	2,024	0	0	1,379	585	1,382
Canada	38	0	13,202	13,423	13,361	50	0	10,892	10,152	11,025
Korea, Republic o	1,962	0	3,501	8,035	3,535	1,446	0	3,058	7,038	3,089
Japan	17	0	2,726	772	2,726	11	0	2,401	622	2,401
Australia	0	0	692	731	692	0	0	581	441	581
Other Countries	25	0	695	1,026	695	79	0	733	768	733
Subtotal:----	2,042	0	22,837	24,943	23,033	1,586	0	19,042	19,605	19,209
Canned Peaches MT										
Canada	485	701	3,679	6,392	4,954	490	656	4,064	6,027	5,297
Russian Federatio	44	0	1,026	282	1,278	46	0	859	217	1,068
Korea, Republic o	177	41	1,441	366	1,508	129	30	1,110	272	1,164
Taiwan	164	65	905	470	1,249	144	53	748	420	1,013
Japan	291	197	2,139	2,125	2,837	353	207	2,223	2,183	3,078
Other Countries	353	793	4,000	5,961	5,047	325	680	3,937	5,486	4,907
Subtotal:----	1,515	1,796	13,190	15,596	16,873	1,487	1,627	12,940	14,606	16,528
Canned Pears MT										
European Union	0	96	200	182	438	0	78	171	154	364
Canada	221	247	2,010	2,851	2,446	254	196	2,257	2,844	2,704
Mexico	0	0	77	0	91	0	0	16	0	27
Korea, Republic o	0	0	3	0	43	0	0	4	0	37
Japan	6	114	121	356	163	10	127	136	415	181
Other Countries	8	39	250	745	314	11	50	262	660	317
Subtotal:----	235	496	2,661	4,135	3,494	275	450	2,845	4,073	3,630
Canned Pineapple MT										
European Union	84	49	965	619	1,124	73	49	882	587	1,030
Canada	80	58	720	811	882	80	61	696	779	838
Philippines	33	31	145	352	218	28	26	120	293	181
Korea, Republic o	0	0	339	2	369	0	0	295	3	331
Japan	49	310	411	524	526	54	344	377	601	516
Other Countries	51	68	439	610	575	53	85	410	583	547
Subtotal:----	298	517	3,018	2,918	3,694	288	566	2,781	2,846	3,443
Fruit Mixtures MT										
Canada	598	566	5,796	6,563	7,713	627	698	6,449	7,302	8,453
Singapore	162	57	1,419	524	1,789	185	54	1,665	593	2,173
Philippines	37	102	1,386	730	1,419	57	228	1,623	827	1,729
Hong Kong	209	67	1,115	397	1,183	240	70	1,350	454	1,437
Japan	347	400	2,844	2,548	3,278	372	501	3,185	3,187	3,728
Other Countries	639	556	5,314	6,751	7,094	802	687	6,700	9,384	9,534
Subtotal:----	1,993	1,748	17,873	17,513	22,475	2,283	2,238	20,973	21,746	27,055

U.S. Exports of Selected Horticultural Products

Product and Country		Quantity					Values (1000 Dollars)				
Country Region	Jun FY 1997	Jun FY 1998	Oct-Jun FY 1997	Oct-Jun FY 1998	Oct-Sep FY 1997		Jun FY 1997	Jun FY 1998	Oct-Jun FY 1997	Oct-Jun FY 1998	Oct-Sep FY 1997
Dried Prunes MT											
European Union	1,878	1,660	22,523	22,516	30,764		3,709	3,279	47,745	43,085	64,621
Canada	288	388	3,168	3,232	4,137		630	771	6,908	6,835	8,860
Netherlands Antil	206	0	1,619	2,102	2,199		524	0	4,113	3,775	5,552
Singapore	174	100	2,414	1,380	3,182		344	265	4,103	3,000	5,657
Japan	1,769	1,650	11,408	16,319	15,639		3,541	2,913	23,811	30,182	31,667
Other Countries	493	409	8,989	7,585	11,614		1,014	802	17,196	13,614	22,042
Subtotal:----	4,807	4,208	50,121	53,132	67,535		9,763	8,029	103,876	100,490	138,398
Dried Raisins MT											
European Union	3,444	4,271	33,011	38,404	47,432		6,382	6,846	57,066	64,550	83,689
Canada	783	1,105	7,554	8,413	11,436		1,613	1,931	15,246	16,114	22,589
Hong Kong	153	227	3,153	3,138	4,371		272	392	6,514	5,803	8,769
Taiwan	174	189	3,150	3,346	4,334		272	252	4,670	5,043	6,454
Japan	1,602	2,093	19,904	18,214	25,836		2,751	3,341	33,597	28,525	43,712
Other Countries	1,620	1,707	16,732	17,748	21,606		3,144	2,865	29,624	29,790	38,741
Subtotal:----	7,776	9,591	83,504	89,263	115,016		14,435	15,628	146,718	149,826	203,954
Dried Figs MT											
Canada	178	33	372	267	945		528	93	1,282	983	2,776
Mexico	0	0	24	17	41		0	0	75	44	119
China, Peoples Re	0	0	16	17	33		0	0	50	50	95
Hong Kong	0	0	425	259	567		0	0	1,596	1,114	2,071
Japan	37	20	319	312	363		120	76	1,029	985	1,193
Other Countries	3	6	64	123	80		6	31	186	292	229
Subtotal:----	218	60	1,220	995	2,027		654	200	4,218	3,468	6,483
Dates MT											
European Union	0	68	604	1,071	939		0	151	2,583	3,260	3,304
Canada	11	47	605	698	811		36	131	1,745	1,861	2,337
Switzerland	20	0	279	168	353		56	0	1,225	915	1,618
Indonesia	0	0	234	26	234		0	0	693	82	693
Australia	26	59	386	360	508		120	276	1,927	1,843	2,265
Other Countries	21	-	886	1,105	983		26	5	1,671	1,779	1,915
Subtotal:----	78	175	2,994	3,427	3,829		238	564	9,844	9,739	12,132
Fcoj KL											
European Union	23,460	46,872	134,926	134,040	205,417		9,475	15,215	54,235	52,591	80,212
Canada	1,593	2,005	17,802	16,562	22,939		2,519	2,949	28,631	23,925	36,575
Switzerland	45	0	53,950	158	54,032		18	0	10,459	74	10,500
Korea, Republic o	1,385	2,351	16,983	8,042	20,003		485	1,131	9,523	5,242	11,363
Japan	8,543	6,444	40,808	43,291	50,381		2,835	2,621	21,908	17,200	25,360
Other Countries	3,577	2,489	23,887	23,500	29,153		1,384	1,267	11,073	9,934	13,624
Subtotal:----	38,603	60,161	288,357	225,592	381,926		16,715	23,183	135,829	108,968	177,635
Orange Juice NtCnc KL											
European Union	1,646	12,112	23,023	42,555	29,297		1,075	6,359	15,128	18,969	18,968
Canada	10,533	11,776	95,297	104,428	127,249		7,529	8,014	65,970	70,932	87,612
Korea, Republic o	564	248	3,392	1,814	4,212		423	186	2,751	743	3,365
Hong Kong	74	3	2,629	397	3,209		44	3	2,389	289	2,821
Japan	341	531	1,588	4,300	2,524		280	506	1,231	3,233	1,913
Other Countries	1,311	1,093	9,227	8,662	12,431		1,065	868	7,478	7,049	10,194
Subtotal:----	14,470	25,763	135,155	162,155	178,921		10,416	15,936	94,948	101,215	124,874
Grapefruit Juice Cnc KL											
European Union	5,593	2,277	26,829	23,810	37,464		3,186	1,547	15,438	14,222	20,113
Canada	282	161	2,487	1,898	3,399		317	267	3,499	2,953	4,611
Mexico	46	175	497	349	497		52	140	389	276	389
Israel	0	0	602	0	602		0	0	170	0	170
Japan	1,154	812	13,575	9,855	17,137		1,446	702	12,061	7,417	13,908
Other Countries	251	230	1,993	2,207	3,378		168	130	1,351	1,014	2,301
Subtotal:----	7,325	3,654	45,983	38,118	62,477		5,169	2,784	32,908	25,882	41,493
Fresh Asparagus MT											
European Union	107	163	672	686	737		304	480	1,809	2,511	1,980
Canada	671	585	5,822	6,015	6,289		1,770	1,469	15,420	15,357	16,883
Mexico	20	0	53	89	53		46	0	125	139	125
Switzerland	14	43	1,421	2,549	1,423		47	100	4,460	6,628	4,468
Japan	17	269	5,692	5,058	6,431		65	771	22,254	17,005	26,529
Other Countries	49	45	188	287	226		160	179	596	930	703
Subtotal:----	878	1,106	13,847	14,684	15,160		2,393	2,998	44,665	42,570	50,688
Fresh Broccoli MT											
Canada	5,446	4,572	66,770	68,234	73,326		3,333	2,887	41,183	44,403	45,436
Mexico	50	87	468	425	634		54	57	392	391	558
Hong Kong	746	881	3,703	3,493	6,603		639	738	3,324	2,954	5,778
Taiwan	453	918	1,179	2,023	2,865		430	748	1,157	1,710	2,782
Japan	6,444	3,451	33,104	29,588	46,184		4,888	2,564	26,404	24,604	37,009
Other Countries	124	35	516	659	779		133	23	484	397	652
Subtotal:----	13,263	9,943	105,740	104,422	130,391		9,477	7,018	72,944	74,459	92,215

U.S. Exports of Selected Horticultural Products

Product and Country		Quantity					Values (1000 Dollars)				
Country Region	Jun FY 1997	Jun FY 1998	Oct-Jun FY 1997	Oct-Jun FY 1998	Oct-Sep FY 1997		Jun FY 1997	Jun FY 1998	Oct-Jun FY 1997	Oct-Jun FY 1998	Oct-Sep FY 1997
Fresh Carrots MT											
Canada	11,680	13,773	73,430	84,262	87,276		5,259	6,526	34,958	42,862	42,416
Mexico	98	0	724	610	1,022		24	0	318	336	458
Trinidad and Toba	90	131	921	693	1,014		55	57	399	281	455
United Arab Emira	99	449	2,181	2,964	3,368		40	150	771	1,076	1,227
Japan	154	110	965	983	1,342		159	153	1,082	832	1,363
Other Countries	541	495	4,363	5,093	6,000		300	289	2,313	2,578	3,168
Subtotal:----	12,662	14,958	82,584	94,606	100,022		5,837	7,176	39,842	47,966	49,087
Fresh Lettuce MT											
Canada	20,467	14,406	215,317	222,022	242,280		9,483	7,207	101,951	128,825	117,746
Mexico	3,569	1,979	11,467	9,445	19,251		1,243	756	4,388	3,797	7,571
Singapore	273	385	2,539	2,404	3,522		193	241	1,669	1,753	2,366
Hong Kong	2,395	2,769	10,967	11,269	18,490		1,291	1,646	6,198	7,005	10,905
Taiwan	536	608	1,522	1,549	3,496		302	358	877	964	2,101
Other Countries	1,257	470	5,946	5,536	7,442		697	390	4,875	4,779	5,922
Subtotal:----	28,496	20,617	247,757	252,225	294,482		13,209	10,598	119,959	147,122	146,612
Fresh Onions MT											
Canada	12,158	11,626	84,283	88,966	118,736		4,891	4,946	30,997	37,923	42,172
Mexico	104	222	9,458	18,275	15,570		66	53	4,062	6,948	6,444
Korea, Republic o	0	38	14,020	122	14,022		0	50	8,694	149	8,698
Taiwan	0	332	7,709	8,249	15,217		0	134	2,072	2,431	4,497
Japan	317	1,318	51,954	75,051	69,440		81	448	12,482	19,403	17,261
Other Countries	2,615	2,155	21,602	32,096	32,136		809	863	9,445	14,270	13,392
Subtotal:----	15,195	15,691	189,026	222,759	265,121		5,848	6,493	67,751	81,123	92,464
Fresh Tomatoes MT											
European Union	955	345	2,108	1,007	3,743		2,216	866	4,314	2,417	7,781
Canada	14,033	13,677	98,981	95,355	132,734		9,941	10,078	83,369	85,695	103,461
Mexico	105	42	1,331	2,847	15,867		125	41	1,093	2,854	11,491
Hong Kong	33	0	33	0	356		16	0	16	0	175
Japan	9	90	9	469	174		7	129	7	471	106
Other Countries	44	34	595	510	776		43	33	516	499	770
Subtotal:----	15,180	14,187	103,056	100,187	153,650		12,348	11,148	89,315	91,937	123,783
Canned Sweet Corn MT											
European Union	3,688	3,452	32,804	30,452	40,865		2,717	2,531	23,159	21,742	29,046
Korea, Republic o	2,290	1,097	14,502	8,889	18,282		2,149	1,117	14,596	8,957	18,331
Hong Kong	2,606	941	20,410	4,371	22,410		2,237	875	16,472	3,782	18,279
Taiwan	3,423	2,523	17,985	21,719	23,509		3,013	2,368	16,068	19,899	20,998
Japan	6,246	6,351	51,560	42,786	64,852		5,237	5,415	42,623	35,348	53,779
Other Countries	3,420	2,647	24,734	24,210	33,551		2,619	2,039	20,156	18,692	26,919
Subtotal:----	21,672	17,009	161,994	132,427	203,469		17,971	14,345	133,073	108,421	167,353
Canned Tomato Paste MT											
European Union	0	1,378	7,946	21,851	15,390		0	522	4,060	11,991	6,222
Canada	3,451	4,280	32,860	32,021	47,236		2,139	3,189	24,515	23,151	34,943
Brazil	2,493	0	27,359	2,932	27,396		1,545	0	17,892	1,895	17,915
Korea, Republic o	797	1,122	6,376	8,700	8,310		690	893	5,237	6,742	6,910
Japan	727	1,016	7,112	12,123	9,533		613	678	5,586	8,528	7,720
Other Countries	1,706	1,859	15,732	26,160	21,089		1,201	1,308	11,702	18,776	15,608
Subtotal:----	9,173	9,655	97,385	103,787	128,954		6,187	6,589	68,992	71,083	89,320
Canned Tomato Sauce MT											
European Union	336	695	4,019	5,469	4,999		581	914	5,113	7,065	6,459
Canada	4,339	5,912	42,894	54,985	59,272		3,908	5,494	40,021	48,514	54,848
Mexico	766	413	3,798	5,147	5,927		574	313	3,077	3,837	4,618
Korea, Republic o	62	105	873	1,149	1,688		65	92	807	1,004	1,569
Japan	253	1,092	4,470	4,390	5,749		290	818	5,078	4,120	6,442
Other Countries	963	725	7,578	9,191	10,474		976	804	7,784	9,792	11,011
Subtotal:----	6,719	8,941	63,632	80,331	88,108		6,394	8,436	61,879	74,332	84,947
Frozen French Fries MT											
Philippines	1,508	1,119	13,249	14,140	18,645		1,092	759	9,443	9,960	13,390
Korea, Republic o	3,053	2,599	22,371	17,804	28,494		2,272	1,674	16,592	11,124	21,023
Hong Kong	2,622	2,384	20,605	21,414	27,293		1,763	1,612	13,794	14,118	18,247
Taiwan	2,506	2,764	16,232	17,136	21,128		1,662	1,803	10,909	11,138	14,121
Japan	17,770	23,264	150,097	170,900	200,342		13,036	15,896	111,277	118,309	147,601
Other Countries	8,376	11,438	73,808	83,140	100,773		6,660	8,848	58,488	65,068	79,954
Subtotal:----	35,836	43,568	296,361	324,535	396,674		26,486	30,592	220,502	229,717	294,335
Frozen Sweet Corn MT											
European Union	110	247	2,021	4,070	2,816		98	183	1,468	2,887	1,926
Canada	159	560	2,887	2,174	4,690		130	413	2,173	1,589	3,542
Mexico	23	99	803	2,874	2,114		14	65	432	1,645	983
Hong Kong	361	235	4,133	4,409	5,142		240	178	2,969	3,218	3,703
Japan	3,167	3,477	30,155	35,611	40,865		3,115	3,059	28,205	30,845	38,092
Other Countries	563	743	7,298	10,720	9,574		453	594	6,293	8,354	7,965
Subtotal:----	4,383	5,361	47,296	59,858	65,202		4,050	4,492	41,541	48,538	56,212

U.S. Exports of Selected Horticultural Products

Product and Country		Quantity					Values (1000 Dollars)				
Country Region	Jun FY 1997	Jun FY 1998	Oct-Jun FY 1997	Oct-Jun FY 1998	Oct-Sep FY 1997		Jun FY 1997	Jun FY 1998	Oct-Jun FY 1997	Oct-Jun FY 1998	Oct-Sep FY 1997
Almonds Unshelled MT											
European Union	102	362	4,696	5,450	6,043		248	868	11,176	13,096	14,259
India	189	2,004	5,520	8,378	13,609		459	6,430	13,441	25,807	36,783
Hong Kong	86	36	593	451	666		209	89	1,489	1,157	1,665
Taiwan	0	0	521	235	541		0	0	1,276	748	1,347
Japan	128	103	817	2,435	1,136		320	317	2,062	6,101	2,820
Other Countries	178	158	1,953	3,193	2,740		450	370	4,691	7,219	6,785
Subtotal:----	684	2,663	14,100	20,141	24,735		1,686	8,074	34,135	54,128	63,658
Almonds Shelled/Prep MT											
European Union	4,091	7,345	73,450	79,757	105,022		20,983	28,131	377,505	308,063	519,178
Canada	586	673	5,455	6,765	8,421		2,730	2,691	27,852	26,317	40,499
Mexico	244	231	2,644	3,113	3,944		674	565	6,972	7,012	10,276
Switzerland	251	100	2,619	1,905	3,317		1,400	400	14,952	7,818	18,549
Japan	651	1,034	13,658	16,005	16,483		3,946	4,750	79,565	67,000	95,101
Other Countries	979	1,754	17,102	23,435	26,389		5,190	7,043	90,475	97,503	132,484
Subtotal:----	6,803	11,137	114,929	130,980	163,576		34,922	43,581	597,322	513,712	816,088
Walnuts, Shelled MT											
European Union	155	198	4,018	5,123	4,444		352	532	9,215	11,775	11,119
Canada	77	202	2,431	1,786	3,131		356	700	6,640	6,542	8,869
Brazil	0	20	1,213	348	1,319		0	96	1,919	733	2,036
Israel	56	69	1,035	2,048	1,309		340	256	5,015	7,445	6,136
Japan	1,340	519	8,259	5,030	10,218		2,252	1,355	28,130	23,277	32,570
Other Countries	202	689	2,590	4,261	3,515		699	1,014	10,108	11,396	12,746
Subtotal:----	1,831	1,696	19,546	18,596	23,936		3,999	3,953	61,028	61,169	73,476
Walnuts, Unshelled MT											
European Union	0	213	41,384	28,022	48,664		0	385	89,113	54,089	104,206
Canada	26	76	1,389	1,577	1,476		66	128	3,303	3,094	3,478
Brazil	0	0	1,698	877	1,698		0	0	3,750	1,848	3,750
Israel	0	19	1,287	1,026	1,344		0	30	2,361	1,793	2,464
Japan	0	23	888	560	938		0	20	1,503	905	1,591
Other Countries	51	1,187	2,639	6,642	3,068		124	1,677	5,322	11,389	6,269
Subtotal:----	77	1,517	49,285	38,705	57,187		190	2,239	105,351	73,118	121,757
Pistachios MT											
European Union	674	917	2,912	11,443	4,328		2,066	4,059	10,613	46,938	16,524
Canada	129	154	1,324	1,930	1,768		602	661	5,844	8,672	7,874
Singapore	23	15	665	489	730		121	64	3,119	2,288	3,426
Hong Kong	73	399	4,739	9,678	6,164		301	1,358	20,882	37,819	27,211
Japan	17	59	971	468	1,267		95	284	4,989	2,243	6,546
Other Countries	216	280	3,255	4,764	4,593		1,157	1,359	16,717	22,844	23,741
Subtotal:----	1,132	1,823	13,865	28,773	18,851		4,342	7,785	62,164	120,804	85,322
Hop Pellets MT											
European Union	21	49	896	1,170	1,080		170	270	5,824	6,106	6,810
Canada	165	133	1,184	1,079	1,631		959	810	7,931	6,325	10,643
Colombia	0	120	248	423	323		0	576	1,384	3,501	2,956
Brazil	0	130	1,765	719	1,830		0	699	6,702	2,947	7,765
Japan	0	0	239	319	239		0	0	867	1,492	870
Other Countries	131	64	797	1,016	1,017		504	236	3,562	3,735	4,691
Subtotal:----	317	496	5,128	4,726	6,120		1,633	2,591	26,270	24,106	33,737
Hop Extract MT											
European Union	77	83	1,024	832	1,229		1,020	1,075	15,343	12,127	18,313
Mexico	0	8	436	539	643		0	147	10,184	12,254	12,219
Brazil	39	0	398	225	529		1,091	0	5,506	3,638	9,274
Argentina	96	8	152	58	168		406	223	1,175	1,228	1,612
Hong Kong	3	7	85	115	127		56	105	936	1,480	1,373
Other Countries	47	97	653	758	772		874	2,154	12,079	11,255	14,289
Subtotal:----	262	202	2,747	2,528	3,468		3,447	3,704	45,224	41,980	57,080
Hops, Nspf MT											
European Union	0	-	1,123	1,127	1,202		0	6	4,909	4,769	5,413
Mexico	0	4	18	147	73		0	19	101	1,028	423
Brazil	0	0	112	15	113		0	0	449	532	454
Philippines	0	0	41	0	41		0	0	713	0	713
Japan	0	0	273	46	276		0	0	1,122	594	1,164
Other Countries	4	74	133	163	183		57	294	934	1,025	1,477
Subtotal:----	4	78	1,700	1,498	1,888		57	320	8,228	7,948	9,644
Grape Wine KL											
European Union	9,039	10,278	59,971	75,875	89,715		18,560	22,048	120,821	156,569	184,575
Canada	2,905	3,813	26,186	29,300	34,618		5,319	7,502	54,711	58,911	72,909
Switzerland	591	846	5,986	9,691	8,760		1,332	1,257	10,528	19,411	15,339
Hong Kong	747	390	5,580	3,996	6,896		1,368	698	8,770	6,847	10,908
Japan	2,348	5,191	15,490	39,988	20,691		3,471	10,006	23,844	71,401	31,573
Other Countries	2,884	1,930	25,786	23,784	33,719		4,705	2,959	39,728	38,247	52,856
Subtotal:----	18,514	22,447	138,999	182,633	194,399		34,754	44,469	258,402	351,387	368,160

U.S. Exports of Selected Horticultural Products

Product and Country		Quantity					Values (1000 Dollars)				
Country Region	Jun FY 1997	Jun FY 1998	Oct-Jun FY 1997	Oct-Jun FY 1998	Oct-Sep FY 1997		Jun FY 1997	Jun FY 1998	Oct-Jun FY 1997	Oct-Jun FY 1998	Oct-Sep FY 1997
Essential Oils	MT										
European Union	1,298	1,314	9,284	10,467	12,637		17,593	16,188	133,494	141,529	176,375
Canada	596	661	5,818	5,003	7,521		8,316	9,236	72,654	70,350	96,992
Mexico	155	947	4,408	4,844	4,992		1,904	3,804	25,567	30,236	37,476
Hong Kong	221	95	1,818	2,022	2,167		2,155	1,834	20,308	17,116	25,592
Japan	362	435	3,307	2,783	4,253		4,574	6,528	118,097	38,480	138,718
Other Countries	1,293	1,358	10,911	9,871	14,696		14,767	13,142	107,951	103,476	144,235
Subtotal:----	3,924	4,811	35,545	34,989	46,266		49,309	50,733	478,071	401,186	619,388
Potato Chips	MT										
European Union	121	58	3,370	3,773	4,280		418	190	13,539	9,057	15,850
Canada	674	1,724	9,310	13,356	13,507		1,663	3,538	24,071	29,712	35,399
Mexico	454	2,027	6,163	9,223	7,926		974	3,084	10,936	15,953	14,271
Taiwan	121	242	1,565	3,215	2,230		273	535	4,290	7,221	5,914
Japan	541	1,476	8,468	9,134	10,367		1,448	3,256	22,176	23,432	27,881
Other Countries	1,519	2,934	12,421	33,101	15,289		5,065	7,685	37,303	78,514	46,136
Subtotal:----	3,430	8,461	41,297	71,801	53,599		9,841	18,287	112,316	163,888	145,451

U.S. Imports of Selected Horticultural Products

Product and Country		Quantity					Values (1000 Dollars)				
Country Region		Jun FY 1997	Jun FY 1998	Oct-Jun FY 1997	Oct-Jun FY 1998	Oct-Sep FY 1997	Jun FY 1997	Jun FY 1998	Oct-Jun FY 1997	Oct-Jun FY 1998	Oct-Sep FY 1997
Fresh Apples	MT										
Canada		2,449	1,577	62,864	47,210	72,932	1,121	547	23,508	16,876	27,000
Chile		2,508	10,688	24,692	33,158	26,611	1,112	4,246	13,738	15,238	14,386
New Zealand		14,816	6,704	35,584	34,653	52,508	8,611	4,228	22,120	22,448	33,322
Other Countries		2,360	7,801	5,052	11,820	16,514	1,206	4,971	2,844	7,764	8,028
Subtotal:----		22,132	26,769	128,192	126,842	168,564	12,051	13,993	62,211	62,325	82,736
Fresh Pears	MT										
Chile		3,121	3,444	36,963	23,068	37,216	1,014	1,169	18,457	10,638	18,537
Argentina		284	2,177	31,230	33,591	31,230	215	1,535	21,123	23,157	21,123
New Zealand		2	135	3,862	3,837	3,907	2	288	3,297	4,145	3,315
Other Countries		303	716	5,764	6,668	6,168	370	449	6,857	7,758	7,330
Subtotal:----		3,711	6,472	77,820	67,163	78,521	1,601	3,442	49,734	45,698	50,306
Fresh Apricots	MT										
Chile		0	0	1,011	679	1,011	0	0	1,146	1,005	1,146
Turkey		0	0	0	1	18	0	0	0	4	44
New Zealand		0	0	245	170	245	0	0	656	568	656
Other Countries		0	0	29	2	39	0	0	105	9	118
Subtotal:----		0	0	1,285	852	1,313	0	0	1,907	1,586	1,964
Fresh Peach/Nect	MT										
Canada		0	0	16	0	333	0	0	14	0	316
Mexico		0	0	62	0	62	0	0	60	0	60
Chile		0	0	41,216	6,756	41,216	0	0	32,464	6,427	32,464
Other Countries		0	0	60	14	60	0	0	61	11	61
Subtotal:----		0	0	41,355	6,771	41,672	0	0	32,599	6,438	32,901
Fr. Plums/Prunes	MT										
Leeward-Windward		0	0	39	69	92	0	0	38	60	98
Chile		0	0	22,684	19,246	22,684	0	0	20,724	17,512	20,724
South Africa, Rep		0	0	53	97	53	0	0	55	27	55
Other Countries		6	0	56	41	94	10	0	76	73	145
Subtotal:----		6	0	22,832	19,453	22,923	10	0	20,893	17,672	21,023
Fresh Grapes	MT										
Mexico		43,825	63,198	74,846	87,114	75,713	53,876	96,472	94,371	121,726	95,442
Chile		282	454	264,609	301,516	264,609	420	493	280,190	279,145	280,190
South Africa, Rep		0	0	7,437	10,135	7,437	0	0	8,676	13,538	8,676
Other Countries		0	0	2,819	3,690	3,808	0	0	1,473	2,575	1,875
Subtotal:----		44,107	63,652	349,711	402,454	351,567	54,296	96,965	384,710	416,984	386,183
Raspberries	MT										
Canada		470	153	471	169	4,206	717	212	722	245	5,860
Mexico		0	1	266	469	266	0	4	2,327	2,451	2,327
Chile		0	19	1,329	897	1,387	0	19	2,958	1,273	3,017
Other Countries		1	2	199	61	199	7	14	447	220	451
Subtotal:----		471	175	2,264	1,595	6,059	724	249	6,455	4,190	11,655
Fresh Strawberries	MT										
Canada		0	44	0	44	88	0	64	0	64	186
Mexico		0	2,849	14,458	24,199	14,459	0	6,020	24,494	61,692	24,496
New Zealand		0	0	544	573	544	0	0	1,926	1,989	1,926
Other Countries		0	0	111	61	111	0	0	237	223	237
Subtotal:----		0	2,894	15,113	24,878	15,203	0	6,084	26,657	63,967	26,844
Fresh Avocados	MT										
Mexico		150	146	1,355	7,393	1,841	142	137	1,335	10,288	1,791
Dominican Republi		67	341	6,794	5,107	7,405	87	326	4,799	4,062	5,277
Chile		0	1	12,369	9,757	17,748	0	2	12,602	10,325	18,203
Other Countries		14	0	449	593	674	11	0	575	1,118	721
Subtotal:----		231	488	20,967	22,849	27,667	240	465	19,311	25,793	25,993
Bananas	MT										
Honduras		42,561	39,501	402,678	413,482	547,556	10,998	10,442	106,711	109,322	143,174
Costa Rica		103,843	90,118	751,411	711,863	983,120	33,795	26,263	243,007	199,391	312,764
Ecuador		61,336	94,090	642,645	785,664	863,439	19,641	27,247	197,537	230,744	265,046
Other Countries		124,276	115,297	989,781	1,071,775	1,333,792	39,054	31,848	303,693	286,062	401,763
Subtotal:----		332,015	339,007	2,786,515	2,982,784	3,727,906	103,488	95,800	850,946	825,519	1,122,747
Mangoes	MT										
Mexico		37,975	42,565	104,474	105,846	157,870	24,167	22,876	75,341	70,461	97,063
Guatemala		285	903	6,766	10,214	6,766	120	370	2,851	4,482	2,851
Haiti		2,152	1,803	9,269	5,086	10,607	1,512	1,365	6,309	3,771	7,186
Other Countries		29	11	15,416	8,999	15,872	40	20	15,402	11,119	15,909
Subtotal:----		40,441	45,283	135,924	130,144	191,115	25,839	24,631	99,903	89,833	123,009
Pineapple	MT										
Mexico		1,724	2,451	9,375	17,405	13,055	496	724	2,602	4,957	3,721
Honduras		2,191	3,180	17,818	21,953	22,504	636	915	5,098	6,263	6,459
Costa Rica		9,096	18,994	86,101	150,609	124,262	4,343	4,660	41,478	46,805	56,057
Other Countries		1,251	814	8,801	6,152	11,433	862	785	6,175	4,936	8,204
Subtotal:----		14,261	25,439	122,095	196,118	171,253	6,338	7,084	55,353	62,961	74,441

U.S. Imports of Selected Horticultural Products

Product and Country		Quantity					Values (1000 Dollars)				
Country Region	Jun FY 1997	Jun FY 1998	Oct-Jun FY 1997	Oct-Jun FY 1998	Oct-Sep FY 1997		Jun FY 1997	Jun FY 1998	Oct-Jun FY 1997	Oct-Jun FY 1998	Oct-Sep FY 1997
Cantaloupe MT											
Mexico	7,478	10,276	142,247	154,502	146,007		1,268	2,354	56,809	56,778	57,502
Guatemala	0	493	66,739	78,855	66,739		0	209	21,621	22,883	21,621
Honduras	0	0	92,458	100,019	92,458		0	0	16,626	22,576	16,626
Other Countries	0	3	90,884	108,777	90,899		0	3	34,617	26,377	34,627
Subtotal:----	7,478	10,772	392,327	442,153	396,103		1,268	2,566	129,674	128,614	130,376
Other Melons MT											
Mexico	8,835	20,442	274,226	290,106	275,579		1,888	5,794	61,882	81,894	62,073
Honduras	0	0	32,643	29,468	32,643		0	0	5,829	7,748	5,829
Costa Rica	0	0	27,345	39,963	27,345		0	0	10,627	12,099	10,627
Other Countries	17	71	47,266	54,852	47,336		14	65	17,546	19,498	17,597
Subtotal:----	8,852	20,513	381,479	414,389	382,903		1,902	5,859	95,883	121,240	96,126
Fr. Orng Inc Tmpl MT											
Mexico	777	472	9,984	7,913	10,288		295	189	4,307	2,887	4,415
Dominican Republi	345	265	1,884	932	3,155		125	84	645	334	1,249
Australia	8	7	35	304	15,127		9	7	45	621	20,583
Other Countries	0	39	1,075	3,677	1,083		0	47	493	2,400	510
Subtotal:----	1,130	783	12,978	12,825	29,653		429	327	5,488	6,241	26,756
Canned Mandarins MT											
European Union	1,995	2,564	18,678	21,128	23,398		2,078	1,750	18,944	15,815	23,464
Mexico	132	162	1,101	1,315	1,686		145	186	1,160	1,433	1,789
China, Peoples Re	3,176	2,728	22,667	27,041	30,572		2,887	1,955	21,552	22,238	28,581
Other Countries	28	69	441	588	634		67	132	685	869	949
Subtotal:----	5,331	5,524	42,887	50,073	56,289		5,177	4,024	42,341	40,354	54,784
Canned Black Olive MIXED											
Mexico	0	0	248,000	987,021	6,112,150		0	0	119	634	3,156
Israel	22,400	11,200	127,980	128,663	193,880		54	27	259	249	367
Morocco	0	36,879	141,153	248,073	211,232		0	55	194	302	279
Other Countries	20,994	46,112	180,944	414,244	235,227		57	91	457	852	588
Subtotal:----	43,394	94,191	698,077	1,778,001	6,752,489		111	173	1,030	2,036	4,390
Canned Green Olive MIXED											
European Union	5,297,590	6,391,046	45,084,924	53,731,040	60,353,438		12,723	13,440	116,772	118,850	153,846
Turkey	256,037	119,611	1,402,445	1,095,120	1,937,911		336	147	2,064	1,546	2,810
Morocco	1,217,957	908,774	8,302,423	7,288,981	11,438,714		2,002	1,496	15,232	12,517	21,052
Other Countries	59,593	75,950	818,498	907,141	1,033,607		105	162	1,731	1,685	2,153
Subtotal:----	6,831,177	7,495,381	55,608,290	63,022,282	74,763,670		15,166	15,246	135,798	134,598	179,860
Canned Peaches MT											
European Union	1,305	703	19,680	10,907	24,296		868	475	13,107	7,205	16,031
Chile	136	0	947	3	1,254		99	0	668	4	895
South Africa, Rep	715	51	2,428	2,170	3,457		554	32	1,684	1,553	2,413
Other Countries	81	639	341	1,973	476		54	544	255	1,647	370
Subtotal:----	2,237	1,393	23,396	15,053	29,483		1,575	1,051	15,714	10,410	19,709
Canned Pineapple MT											
Thailand	6,588	5,158	51,280	43,781	76,059		4,583	3,497	34,167	30,520	51,135
Indonesia	6,006	3,308	42,198	42,113	63,076		4,658	2,474	32,881	32,387	49,351
Philippines	7,710	8,814	90,933	90,726	124,332		5,085	5,876	60,180	65,893	82,478
Other Countries	3,118	2,835	21,452	25,342	30,946		2,387	2,075	16,541	18,417	23,654
Subtotal:----	23,421	20,116	205,863	201,962	294,413		16,713	13,922	143,768	147,217	206,618
Dried Apricots MT											
Turkey	545	478	8,168	10,324	10,599		1,622	1,233	23,036	27,092	29,450
China, Peoples Re	47	1	265	108	293		99	3	544	256	605
Australia	21	0	114	69	137		79	0	435	230	516
Other Countries	20	1	205	129	209		64	14	481	392	487
Subtotal:----	633	480	8,752	10,630	11,237		1,864	1,250	24,496	27,970	31,058
Dates MT											
Mexico	0	0	85	91	148		0	0	125	138	231
Pakistan	52	128	1,900	2,212	1,937		36	123	1,759	2,092	1,778
China, Peoples Re	13	0	308	284	341		16	0	556	499	620
Other Countries	11	1	151	234	162		43	2	450	544	479
Subtotal:----	77	128	2,444	2,821	2,587		95	125	2,891	3,272	3,107
Dried Figs MT											
European Union	0	0	885	549	924		0	0	2,040	1,372	2,151
Mexico	0	0	243	79	395		0	0	607	99	959
Turkey	0	0	381	405	381		0	0	872	862	872
Other Countries	4	0	21	12	36		10	0	71	41	77
Subtotal:----	4	0	1,531	1,046	1,736		10	0	3,590	2,374	4,059
Dried Raisins MT											
Mexico	16	438	2,327	4,082	5,045		16	660	2,151	4,132	4,860
Chile	470	518	2,166	1,108	3,482		664	708	2,913	1,539	4,824
South Africa, Rep	216	106	789	929	1,165		301	141	949	1,318	1,505
Other Countries	212	107	1,184	1,087	1,715		269	127	1,436	1,172	2,002
Subtotal:----	915	1,169	6,466	7,206	11,407		1,251	1,636	7,449	8,161	13,190

U.S. Imports of Selected Horticultural Products

Product and Country		Quantity					Values (1000 Dollars)				
Country Region	Jun FY 1997	Jun FY 1998	Oct-Jun FY 1997	Oct-Jun FY 1998	Oct-Sep FY 1997		Jun FY 1997	Jun FY 1998	Oct-Jun FY 1997	Oct-Jun FY 1998	Oct-Sep FY 1997
Apple Juice	KL										
European Union	11,671	20,536	314,419	147,386	327,597		4,888	4,867	114,518	45,877	120,190
Argentina	57,507	85,308	180,725	259,522	259,968		14,759	14,824	46,012	53,430	65,864
Hungary	1,451	8,967	139,930	99,034	140,388		374	1,449	43,725	19,488	44,610
Other Countries	47,779	55,088	262,730	272,849	357,033		14,349	10,408	94,832	66,185	123,967
Subtotal:----	118,407	169,900	897,804	778,792	1,084,986		34,370	31,548	299,087	184,980	354,632
Fcoj	KL										
Mexico	14,334	16,562	125,034	186,295	188,382		2,993	4,274	29,374	43,422	43,267
Costa Rica	6,835	5,118	52,617	52,812	72,772		1,661	1,440	12,126	11,822	16,720
Brazil	33,333	47,665	619,753	550,655	731,512		5,852	8,785	130,787	89,721	148,961
Other Countries	3,067	13,661	99,091	47,460	107,210		679	3,329	22,322	11,601	24,130
Subtotal:----	57,569	83,005	896,495	837,222	1,099,876		11,185	17,827	194,610	156,566	233,077
Grape Juice	KL										
Mexico	861	729	17,419	8,795	21,889		376	430	7,956	4,540	9,889
Brazil	4,293	341	15,514	10,077	21,816		1,866	188	6,124	4,870	9,341
Argentina	28,830	5,693	90,004	68,104	163,836		9,770	2,088	29,196	23,763	54,839
Other Countries	6,645	1,974	28,436	20,938	35,748		3,894	1,331	17,346	13,955	20,982
Subtotal:----	40,630	8,737	151,374	107,915	243,290		15,907	4,038	60,623	47,127	95,051
Pineapple Juice, Con	KL										
Thailand	5,508	5,930	69,483	48,404	84,785		1,840	1,592	22,109	15,083	27,316
Indonesia	2,327	1,069	21,822	19,454	31,965		687	298	6,734	5,780	9,782
Philippines	5,288	6,555	74,347	67,036	104,714		1,157	1,552	15,269	16,162	21,680
Other Countries	2,341	1,765	20,985	14,207	25,565		857	627	7,544	4,330	8,994
Subtotal:----	15,464	15,319	186,637	149,101	247,028		4,541	4,069	51,656	41,355	67,773
Frozen Strawberries	MT										
Canada	0	35	75	251	184		0	218	158	619	372
Mexico	2,691	3,932	20,722	16,683	22,049		2,403	4,399	17,780	17,682	19,156
China, Peoples Re	0	0	22	0	22		0	28	23	64	45
Other Countries	0	0	23	25	24		56	57	555	968	634
Subtotal:----	2,691	3,967	20,842	16,960	22,279		2,459	4,702	18,517	19,333	20,207
Fresh Beans	MT										
Canada	49	2	218	32	1,631		22	4	111	39	950
Mexico	54	98	18,028	16,551	18,182		63	97	22,200	18,717	22,316
Guatemala	5	22	136	201	140		3	22	114	174	120
Other Countries	19	21	134	178	198		33	22	193	239	263
Subtotal:----	127	142	18,516	16,963	20,150		122	145	22,617	19,168	23,648
Fresh Carrots	MT										
Canada	166	688	50,225	58,992	63,557		75	394	12,379	15,493	16,112
Mexico	6,331	4,833	25,682	17,626	35,613		923	890	4,421	3,655	6,073
Israel	20	0	96	0	96		20	0	73	0	73
Other Countries	0	0	178	178	204		0	0	70	128	95
Subtotal:----	6,517	5,521	76,181	76,795	99,470		1,018	1,283	16,944	19,275	22,353
Fresh Cabbage	MT										
Canada	419	1,099	14,352	24,659	21,419		99	377	2,877	7,064	4,514
Mexico	265	708	5,764	12,534	7,855		73	261	962	2,729	1,372
Costa Rica	0	0	23	0	23		0	0	13	0	13
Other Countries	0	463	20	951	26		0	195	31	355	34
Subtotal:----	684	2,270	20,159	38,144	29,323		172	833	3,883	10,147	5,932
Fresh Celery	MT										
Canada	0	0	863	1,132	4,300		0	0	230	380	1,508
Mexico	218	2,174	23,112	40,843	23,321		46	505	6,009	9,995	6,047
Dominican Republi	16	11	107	142	121		8	9	67	130	77
Other Countries	5	9	60	49	78		10	16	126	102	163
Subtotal:----	238	2,195	24,141	42,166	27,820		64	530	6,432	10,607	7,796
Fresh Cucumbers	MT										
Canada	1,018	1,316	4,782	5,500	9,960		1,107	1,704	5,547	7,020	9,533
Mexico	7,741	12,641	272,638	292,077	285,254		3,222	6,646	83,064	132,605	88,569
Honduras	0	0	4,805	4,857	4,805		0	0	916	1,114	916
Other Countries	65	41	2,162	2,458	2,286		88	54	1,641	1,343	1,805
Subtotal:----	8,824	13,998	284,387	304,892	302,306		4,417	8,404	91,167	142,082	100,823
Fresh Cauliflower	MT										
Canada	0	52	272	3,068	9,222		0	37	127	1,528	4,144
Mexico	41	12	812	6,788	1,559		14	6	265	2,448	503
Guatemala	0	0	0	0	28		0	0	0	0	30
Other Countries	0	0	2	0	40		0	0	3	0	29
Subtotal:----	41	64	1,086	9,856	10,849		14	43	395	3,977	4,707
Fresh Garlic	MT										
European Union	283	169	664	492	1,080		482	278	1,222	893	1,896
Mexico	3,214	6,067	10,613	15,511	12,537		3,327	7,377	10,851	16,956	13,057
Argentina	0	0	2,115	6,169	2,115		0	0	3,177	8,022	3,177
Other Countries	21	187	1,707	1,571	1,838		50	240	2,395	2,223	2,531
Subtotal:----	3,518	6,424	15,099	23,743	17,570		3,859	7,896	17,645	28,094	20,661

U.S. Imports of Selected Horticultural Products

Product and Country		Quantity					Values (1000 Dollars)				
Country Region	Jun FY 1997	Jun FY 1998	Oct-Jun FY 1997	Oct-Jun FY 1998	Oct-Sep FY 1997		Jun FY 1997	Jun FY 1998	Oct-Jun FY 1997	Oct-Jun FY 1998	Oct-Sep FY 1997
Onions, Exc Seed MT											
Canada	1,073	747	19,476	24,657	22,717		409	352	5,351	7,113	6,644
Mexico	11,611	13,517	199,050	192,005	213,277		5,799	7,105	95,745	118,555	108,813
Peru	0	0	10,553	3,765	10,553		0	0	3,582	2,309	3,582
Other Countries	516	641	11,668	9,452	13,438		430	590	6,191	7,787	7,484
Subtotal:----	13,200	14,904	240,747	229,879	259,984		6,638	8,046	110,869	135,765	126,523
Fresh Peppers MT											
European Union	2,652	3,015	11,899	13,711	18,787		5,429	7,193	29,812	37,467	42,222
Canada	909	1,259	3,396	5,227	10,131		2,574	4,191	8,925	16,183	16,762
Mexico	9,890	11,054	213,685	230,036	251,474		6,330	13,579	171,812	218,408	186,686
Other Countries	271	275	3,392	6,380	3,829		265	210	5,788	9,099	6,238
Subtotal:----	13,721	15,603	232,372	255,354	284,221		14,598	25,174	216,337	281,157	251,908
Seed Potatoes MT											
Canada	716	504	113,698	143,976	114,218		106	95	20,105	28,463	20,189
Brazil	3	23	3	23	3		3	23	3	23	3
China, Peoples Re	0	0	3	0	11		0	0	2	0	8
Other Countries	0	3	0	24	0		0	2	0	14	5
Subtotal:----	719	530	113,705	144,023	114,233		109	121	20,110	28,500	20,204
Table Potatoes MT											
European Union	44	0	44	36	62		43	0	43	25	56
Canada	10,715	13,167	174,719	294,686	210,604		2,205	2,689	31,665	59,101	38,993
Japan	0	3	6	51	13		0	7	23	56	38
Other Countries	0	0	12	158	12		0	0	9	222	9
Subtotal:----	10,758	13,170	174,782	294,931	210,692		2,248	2,696	31,740	59,405	39,097
Fresh Tomatoes MT											
European Union	5,618	4,949	25,399	30,017	38,267		7,262	6,806	45,144	52,670	61,384
Canada	6,609	11,729	19,551	34,426	34,920		10,106	17,526	33,571	55,480	55,045
Mexico	41,987	46,450	598,042	647,953	666,748		29,299	31,521	443,798	494,570	488,503
Other Countries	103	9	3,224	4,726	3,270		124	15	6,606	8,312	6,681
Subtotal:----	54,316	63,137	646,216	717,123	743,205		46,790	55,868	529,119	611,032	611,612
Fresh Asparagus MT											
Mexico	464	934	15,589	22,743	20,970		640	1,204	30,423	48,295	37,985
Peru	135	113	7,317	7,882	12,002		176	129	12,193	14,198	20,530
Chile	0	0	2,268	2,505	2,581		0	0	1,980	2,421	2,305
Other Countries	315	225	2,485	2,891	3,193		596	523	4,596	5,896	5,769
Subtotal:----	914	1,272	27,658	36,020	38,745		1,413	1,857	49,191	70,810	66,588
Canned Tomato Paste MT											
Mexico	0	1,506	7,350	8,350	7,350		0	601	5,290	4,556	5,290
Peru	0	0	654	0	654		0	0	543	0	543
Israel	222	0	3,041	636	3,524		205	0	2,676	528	3,065
Other Countries	301	224	1,910	979	2,167		252	222	1,807	1,047	2,095
Subtotal:----	523	1,730	12,954	9,965	13,694		458	823	10,315	6,131	10,993
Canned Tomato Sauce MT											
European Union	454	492	6,958	4,521	9,222		1,514	1,343	13,126	9,556	15,934
Canada	327	425	4,079	4,146	5,655		387	350	3,939	3,380	5,352
Dominican Republi	20	60	1,624	919	1,986		15	45	1,212	669	1,465
Other Countries	372	423	2,517	2,273	3,102		902	1,141	6,029	5,154	7,613
Subtotal:----	1,173	1,399	15,177	11,859	19,965		2,818	2,879	24,306	18,759	30,364
Canned Tomatoes MT											
European Union	3,056	3,581	38,135	42,618	48,631		1,292	1,896	15,203	20,198	19,156
Canada	465	709	5,682	4,465	7,096		246	354	2,757	2,338	3,450
Israel	151	0	4,385	4,428	6,418		90	0	2,448	2,698	3,653
Other Countries	357	119	2,586	2,129	3,444		167	72	1,318	1,183	1,720
Subtotal:----	4,029	4,410	50,788	53,640	65,589		1,796	2,322	21,727	26,416	27,979
Canned Mushrooms MT											
India	283	658	2,452	3,970	3,571		414	1,001	4,395	6,749	6,467
Indonesia	1,381	1,141	12,221	10,327	16,192		2,992	2,244	25,689	19,332	34,027
China, Peoples Re	3,114	1,134	27,073	27,586	34,448		4,977	1,759	39,301	37,107	50,298
Other Countries	1,201	1,247	10,178	10,013	13,047		2,661	2,676	21,146	21,904	27,532
Subtotal:----	5,980	4,180	51,924	51,896	67,258		11,044	7,680	90,531	85,092	118,324
Frozen Broccoli MT											
Canada	0	26	97	268	172		0	23	119	279	157
Mexico	10,875	11,727	117,709	102,187	148,645		6,635	7,848	72,011	65,378	91,092
Guatemala	765	833	13,935	14,759	20,617		472	587	9,936	10,345	14,806
Other Countries	0	11	24	49	24		0	8	25	22	25
Subtotal:----	11,640	12,597	131,766	117,262	169,458		7,107	8,467	82,091	76,025	106,080
Frozen Cauliflower MT											
Canada	91	16	536	341	749		66	17	443	340	609
Mexico	266	228	14,808	19,095	16,424		189	181	11,032	13,851	12,283
Guatemala	0	181	752	1,152	1,284		0	126	573	958	1,022
Other Countries	20	35	146	482	272		15	10	96	218	147
Subtotal:----	377	460	16,242	21,069	18,729		270	335	12,144	15,367	14,060

U.S. Imports of Selected Horticultural Products

Product and Country		Quantity					Values (1000 Dollars)				
Country Region		Jun FY 1997	Jun FY 1998	Oct-Jun FY 1997	Oct-Jun FY 1998	Oct-Sep FY 1997	Jun FY 1997	Jun FY 1998	Oct-Jun FY 1997	Oct-Jun FY 1998	Oct-Sep FY 1997
Frozen Potatoes	MT										
European Union		21	158	401	1,230	582	10	102	256	741	375
Canada		26,075	37,397	218,392	290,819	286,083	15,014	23,597	129,236	180,648	168,663
New Zealand		0	0	0	0	71	0	0	0	0	86
Other Countries		3	5	57	1,547	72	10	18	141	331	199
Subtotal:----		26,098	37,560	218,849	293,595	286,808	15,034	23,717	129,633	181,719	169,323
Pistachios, Nsh	MT										
Turkey		25	27	333	73	516	136	122	1,288	281	1,942
Singapore		0	0	1	0	1	0	0	7	0	7
Hong Kong		0	0	0	0	0	0	0	2	0	2
Other Countries		0	0	0	14	0	0	2	1	39	1
Subtotal:----		25	27	334	87	517	136	125	1,298	320	1,952
Cashew Nut	MT										
Brazil		2,290	2,662	19,803	19,087	25,908	10,160	11,239	89,769	83,870	117,019
India		2,457	2,542	20,508	24,433	28,903	12,259	11,866	101,738	116,156	143,602
Mozambique		233	345	2,445	2,197	3,434	805	1,353	9,033	7,578	12,718
Other Countries		300	1,122	2,847	6,499	4,424	1,285	4,812	12,276	27,320	18,977
Subtotal:----		5,280	6,671	45,602	52,216	62,669	24,508	29,270	212,816	234,924	292,315
Filberts	MT										
European Union		9	7	90	87	104	46	27	465	435	542
Canada		0	0	139	312	168	0	0	149	474	185
Turkey		253	409	3,176	3,316	3,607	1,054	1,819	12,538	15,673	14,554
Other Countries		16	0	48	1	49	56	0	131	4	137
Subtotal:----		278	416	3,452	3,716	3,928	1,156	1,846	13,282	16,586	15,417
Pecans, Nsh	MT										
European Union		0	0	0	0	0	0	0	0	0	0
Greenland		0	0	0	0	0	0	0	0	0	0
Mexico		0	0	15,246	14,909	15,267	0	0	15,683	27,864	15,699
Other Countries		0	0	0	0	0	0	0	0	0	0
Subtotal:----		0	0	15,246	14,909	15,267	0	0	15,683	27,864	15,699
Roses	M										
Guatemala		4,179	3,386	31,761	26,184	40,509	653	495	4,944	4,593	6,352
Colombia		36,575	38,536	476,893	548,773	590,276	7,043	9,036	101,138	129,108	123,965
Ecuador		15,779	19,999	182,410	235,193	234,493	3,156	4,133	37,604	49,044	47,404
Other Countries		4,306	4,418	42,985	45,266	54,019	1,540	1,668	19,492	21,338	23,236
Subtotal:----		60,839	66,339	734,049	855,415	919,298	12,392	15,332	163,178	204,084	200,957
Carnations	MIXED										
Guatemala		0	0	0	0	0	122	101	984	1,070	1,369
Colombia		0	0	0	0	0	10,177	8,347	86,438	91,582	107,577
Ecuador		0	0	0	0	0	343	308	3,486	3,238	4,809
Other Countries		0	0	0	0	0	65	346	1,205	1,912	1,258
Subtotal:----		0	0	0	0	0	10,707	9,102	92,114	97,801	115,014
Chmp & Sprk Wine	KL										
European Union		1,666	1,849	22,059	23,831	29,976	22,091	21,949	245,779	276,474	335,410
Chile		8	0	60	59	80	60	0	268	299	334
Australia		11	11	85	107	121	57	49	362	486	514
Other Countries		7	17	97	186	115	10	60	300	711	354
Subtotal:----		1,692	1,877	22,301	24,184	30,292	22,219	22,058	246,709	277,970	336,611
Ft & Verm Wine	KL										
European Union		782	566	6,521	5,839	8,626	1,990	1,422	16,168	14,551	21,364
Bermuda		6	7	12	87	16	18	22	33	256	46
Argentina		0	0	12	0	19	0	0	25	0	29
Other Countries		1	0	1	124	5	3	0	3	194	13
Subtotal:----		790	573	6,546	6,051	8,666	2,011	1,443	16,229	15,001	21,453
Other Grape Wine	KL										
European Union		29,818	23,761	207,471	210,741	280,760	95,913	97,362	738,061	845,637	979,786
Chile		5,092	2,558	39,159	42,288	55,970	10,849	6,710	82,648	92,381	116,316
Australia		2,086	2,671	16,153	23,217	23,057	10,205	14,331	78,274	112,808	110,972
Other Countries		1,489	1,405	17,484	17,534	24,723	2,893	3,702	33,959	39,441	46,753
Subtotal:----		38,486	30,395	280,267	293,779	384,511	119,859	122,105	932,942	1,090,267	1,253,827
Wine, Other Products	KL										
European Union		359	331	3,444	4,553	4,612	458	504	4,383	5,751	5,877
Canada		166	308	1,051	1,536	1,540	197	348	1,167	1,831	1,743
Japan		169	151	1,324	1,376	1,665	962	683	6,358	6,386	7,953
Other Countries		52	84	673	798	922	144	187	1,352	1,484	1,824
Subtotal:----		746	874	6,492	8,263	8,740	1,761	1,722	13,260	15,452	17,397

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